



ZASTAVA

YUGO AUTOMOBILI



guide to **YUGO** **Nº 3**

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YUGO PORUKA

Yugo program i porodi veoma duga industrijske tradicije, na svetskom tržištu se svrstava u "novi talas". Zastava, u novije vreme naglasenja ekološke, energetske i prisustvu na važnijim svetskim tržištima, uključujući tržište SAD, naša vozila su postala veoma popularna u svetu.

To nas obavezuje da ubrzavamo naše razvojne programe u pravcu stvaranja sve atraktivnije game proizvoda i povećanja proizvodnih kapaciteta.

Naša intencije vremenski locirane na zadnje godine ovog veka uključuju sledeće strateške ciljeve:

1. proširenje proizvodnje gami proizvod na uvođenje novih modela i derivata visokih kvaliteta;
2. proširenje na većim tržištima svih šest kontinenta, uključujući i deset od pedanaest najvećih svetskih tržišta;
3. povećanje gami proizvod na uvođenje novih modela i derivata visokih kvaliteta.

Predstavljajući na ovaj način deceniju razvoja, želimo da izrazimo našu zahvalnost svima koji doprinose progresu Yugo programa.

ZASTAVA-YUGO AUTOMOBILI

YUGO MESSAGE

Zastava has been in the business of producing Yugo automobiles for 35 years. In recent years, the Yugo has been recognized as a "new wave" product. This increased recognition is largely due to the introduction of the Yugo into new, more important world markets such as the US. The Yugo is currently in high demand on the world market.

We are bound by the above to accelerate our development programs that aim towards a more diverse family of cars and towards the increase of production capacities.

Our ambitions for the last years of this decade cover the following program:

1. introduction of new models and derivatives including the launch of new models and derivatives;

2. expansion of production facilities on all six continents, including the launch of new models and derivatives;

3. increase of production capacities on all six continents, including the launch of new models and derivatives.

By presenting a program for the past, present and future plans, we would like to express our appreciation to all those who contribute to the progress of the Yugo program.

ZASTAVA-YUGO CARS



ANNIVERSARY

YUGO PORUKA

Yugo program i pored veoma duge industrijske tradicije, na svetskom tržištu se svrstava u »novi talas«. Zahvaljujući, u novije vreme naglašenoj eksportnoj orijentaciji i prisustvu na važnijim svetskim tržištima, uključujući tržište SAD, naša vozila su postala veoma tražena u svetu.

To nas obavezuje da ubrzavamo naše razvojne programe u pravcu stvaranja sve atraktivnije game proizvoda i povećanja proizvodnih kapaciteta.

Naše ambicije vremenski locirane na zadnje godine ove decenije uključuju sledeće strateške ciljeve:

1. potpunu inovaciju game proizvoda uz uvođenje potpuno novih modela i derivata i visok nivo kvaliteta,
2. prisustvo na većim tržištima svih šest kontinenta, uključujući i deset od jedanaest najvećih na rang listi i
3. povećanje godišnje proizvodnje uz primenu vrhunske tehnologije.

Predstavljajući na ovaj način deo svoje prošlosti, sadašnjosti i budućih planova, zahvaljujemo se svima koji doprinose progresu Yugo programa.

ZASTAVA-YUGO AUTOMOBILI

YUGO MESSAGE

Zastava has been in the business of producing Yugo automobiles for 35 years. In recent years, the Yugo has been recognized as a "new wave" product. This increased recognition is largely due to the introduction of the Yugo into new, more important, world markets such as the US. The Yugo is currently in high demand on the world market.

We are bound by the above to accelerate our development programs that aim towards a more attractive family of cars and towards the increase of production capacities.

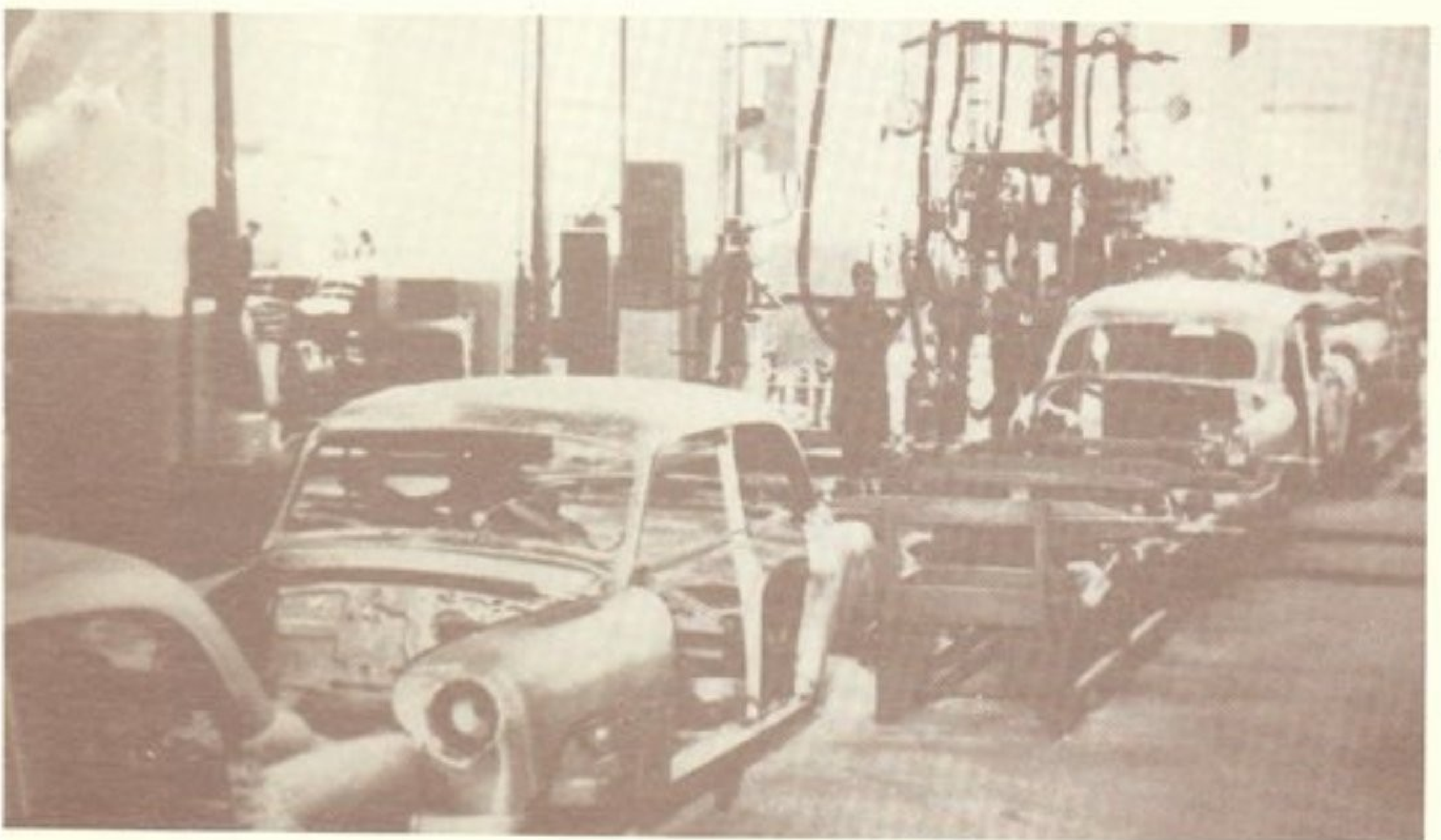
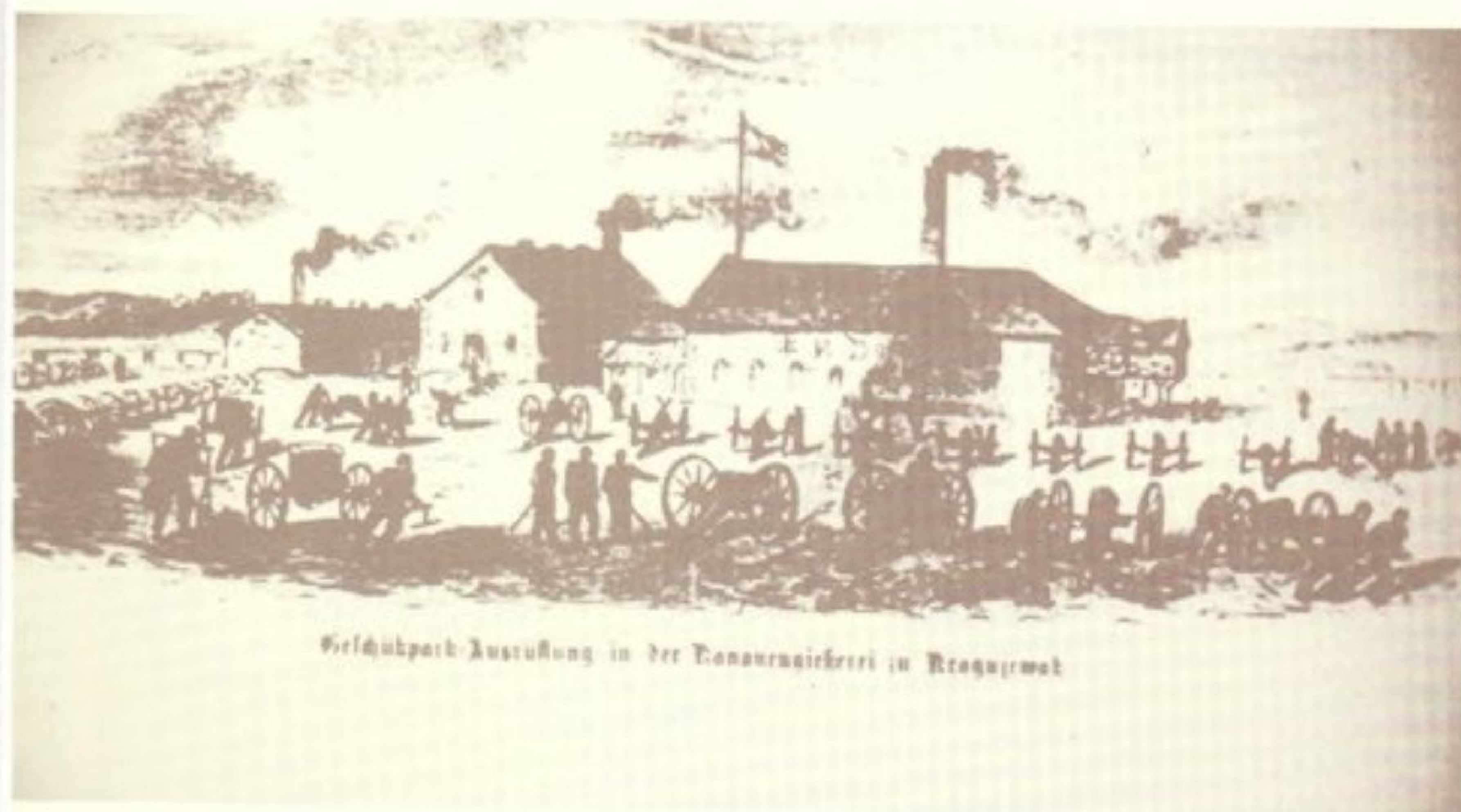
Our ambitions for the last years of this decade cover the following strategic aims:

1. innovation of the complete family of products, including the launch of the new high quality models and derivatives;
2. presence in bigger markets on all six continents, including ten of eleven markets ranked as the largest;
3. an increase of yearly output with the application of the most advanced technology.

In presenting a part of our past, present and future plans, we would like to express our appreciation to all those who contribute to the progress of the Yugo program.

ZASTAVA-YUGO CARS



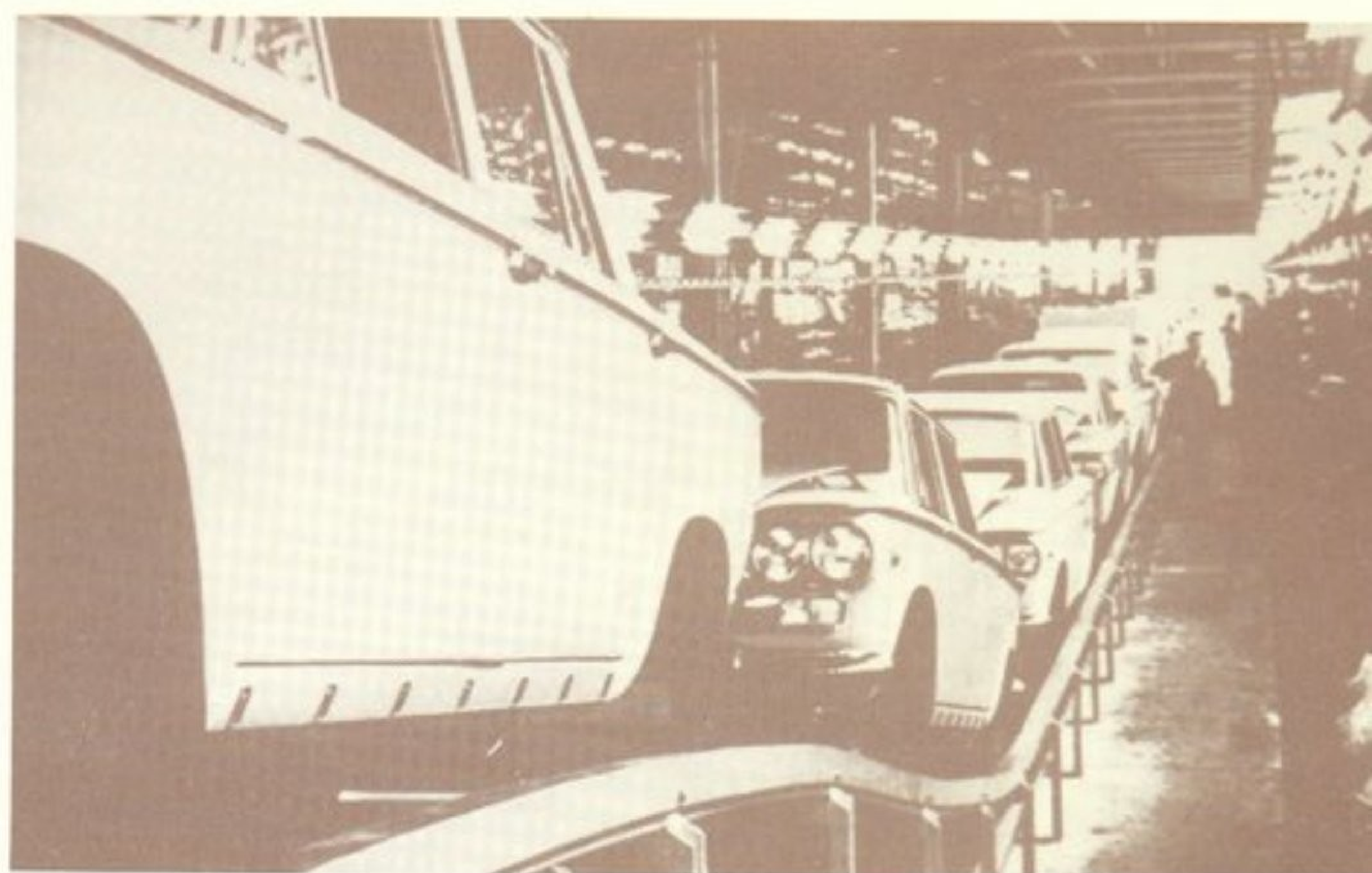


TRADICIJA

- 1853. godine osnovano je prvo industrijsko preduzeće u Srbiji pod imenom »Topolivnica«, današnji Zavodi »Crvena zastava« iz Kragujevca.
- 1880. godine izrađena je prva puška sopstvene proizvodnje.
- 1880. – 1888. godine kragujevačka puška »kokinka« proglašena je najboljom na svetu.
- 1889. godine na svetskoj privrednoj izložbi u Parizu kragujevački proizvođači su se predstavili sa mašinama alatlikama i sa svoja 42 izložena proizvoda osvojili 5 srebrnih i jednu bronzanu medalju.
- 1904. godine u fabrici počinje da se vrši opravka vozila. U posebno opremljenoj auto-mehaničarskoj radionici izrađuju se i pojedini auto delovi.
- Do 1941. godine u fabrici je montirano 400 vojnih kamiona. Tada je fabrika imala 10.000 mašina i 12.000 radnika.
- Drugi svetski rat je fabrici naneo velike ljudske gubitke i ostavio je porušenu bez mašina i inventara. Po završetku rata užurbano se kreće u obnovu porušene fabrike.
- 1950. godine, 2. februara izabran je u Zavodima prvi radnički savet.
- 1953. GODINE 26. AVGUSTA NA STOGODIŠNJICU POSTOJANJA FABRIKE RADNICI NA PRVOM REFERENDUMU DONOSE ODLUKU DA IZ SVOJIH ZARADA IZDVOJE SREDSTVA ZA PROIZVODNJU VOZILA. OVA GODINA SE ZVANIČNO UZIMA KAO GODINA POČETKA PROIZVODNJE AUTOMOBILA U JUGOSLAVIJI.
- 1955. godine proizvedeni su prvi automobili u Zastavi.
- 1962. godine na novoj lokaciji počinje da radi nova Fabrika automobila.
- 1965. godine Zastava počinje da izvozi svoje automobile.
- 1969. godine završava se I faza razvoja Fabrike automobila.
- 1971. godine počinje proizvodnja automobila »Zastava 101«.
- 1972. godine počinje II faza razvoja Fabrike automobila.
- 1980. godine počinje serijska proizvodnja automobila »Yugo«.
- 1983. godine počinje projektovanje novih zastavinih »Yugo« automobila, pod radnim nazivom »Zastava 103« i »Zastava 104«. Početak proizvodnje modela 103 predviđa se za drugu polovinu 1988. godine.
- 1985. godine proizveden je prvi automobil »Yugo 55GV« po standardima američkog tržišta.
- 1985. godine u julu mesecu počinje izvoz Zastavinih »Yugo« automobila na tržište Sjedinjenih američkih država.
- 1986. godine je obeležena proizvodnja 3.000.000 vozila od početka proizvodnje 1955. godine.
- u februaru 1987. fabrika menja komercijalnu marku sa Zastava na Yugo i prvi put predstavlja javnosti svoj novi automobil 103 pod komercijalnim nazivom YUGO Florida.
- U novembru 1987. god. Zastava je izvezla 100.000-ti Yugo na Američko tržište.
- 1987. god. je godina kada su ostvareni rekordna godišnja proizvodnja i izvoz od osnivanja fabrike automobila. Proizvedeno je 216.580 automobila a izvezeno 88.027 automobila širom sveta.
- 1988. god. Zastava proslavlja 2 jubileja, 135 godina postojanja fabrike i 35 godina proizvodnje automobila.

TRADITION

- The first industrial business organization in Serbia was founded in 1853 under the name of »Gun Foundry« which is today's Zavodi »Crvena Zastava« from Kragujevac.
- In 1880, Topolivnica produced the first rifle.
- From 1880 – 1888, the rifle known as »kikinka« produced in Kragujevac, was announced to be the best in the world.
- In 1889, at the World Commercial Fair in Paris, the weaponmakers from Kragujevac presented their machine tools, and, with their 42 exhibited products, won five silver and one bronze medals.
- Vehicle repairs have been carried out in the factory since 1904. Some automotive parts were produced in a specially equipped auto-mechanical workshop.
- By 1941, 400 military trucks were assembled in the factory. At that time, the factory had 10000 machines and 12000 employees.
- World War II caused great casualties in the factory and left it without machines and inventory. When the war ended, urgent steps were taken to restore the demolished factory.
- The first Workers' Council of Zastava was appointed on the 2nd February, 1950.
- ON AUGUST 26, 1953, THE CENTENNIAL OF THE FACTORY, THE WORKERS AT THE FIRST REFERENDUM DECIDED TO SET ASIDE A CERTAIN AMOUNT OF THEIR SALARIES FOR VEHICLE PRODUCTION PURPOSES.
THIS YEAR IS OFFICIALLY REGARDED AS THE YEAR WHEN VEHICLE PRODUCTION STARTED IN YUGOSLAVIA.
- The first vehicles were produced in Zastava in 1955.
- In 1962, the new car factory began running at a new location.
- Zastava began exporting its vehicles in 1965.
- The car factory's first development stage ended in 1969.
- The production of »Zastava 101« began in 1971.
- The car factory's second development stage began in 1972.
- The production of the »Yugo« began in 1980.
- The design of Zastava's new »YUGO« vehicles began in 1983, under the provisional name »Zastava 103« and »Zastava 104«. Model »103« is planned to be produced in the second half of 1988.
- The first »YUGO – 55 GV« was produced in 1985, according to the U.S.A. standards.
- In July 1985, Zastava's »Yugos« were exported to the U.S.A. market.
- 1986 marks the production of 3000000 vehicles since production first started in 1955.
- In February 1987, the Factory changed the commercial trade mark from Zastava to Yugo and presented the YUGO FLORIDA model (103) to the public for the first time.
- In November 1987, Zastava exported 100.000th Yugo to US market.
- 1987 was the year when Zastava reached its record in yearly production and exports. The production in this year was 216.580 passenger cars and export was 88.027 units.
- In 1988 Zastava celebrates two jubilees – 135 years of establishment and 35 years of car production.





RAZVOJ

Yugo Fabrika ima sopstveni istraživačko razvojni institut, sa bogatim iskustvom. Koriste se i usluge mnogih specijalizovanih kompanija iz Evrope, SAD i Japana za pojedine projekte u oblasti inženjeringa, dizajna i laboratorijskih ispitivanja. Saradujemo i sa institutima nekoliko poznatih proizvođača automobila u svetu.

Naša politika razvoja proizvoda znači stalne inovacije i uvođenje vrhunske tehnologije. Svake godine inoviramo naš program i istovremeno radimo na projektovanju potpuno novih automobila. Upravo završavamo projekte 103 (Florida) i 104 i počinjemo realizaciju projekta 105 i drugih automobila za narednu deceniju.

Razvijamo kabriolet i druge verzije automobila, pogon na sva četiri točka, nove opcionalne – uključujući i automatske menjače, elektronsko ubrizgavanje goriva i druge vidove elektronske tehnologije i sl.

Pored provere prototipova i inoviranih verzija u našim laboratorijama i na specijalnim pistama, putna i druga ispitivanja obavljammo u realnim klimatskim i najtežim uslovima. Naše sportsko odeljenje takođe čini jednu od komponenti razvoja.



RESEARCH AND DEVELOPMENT

The Yugo factory has a very experienced R & D department. For some projects we purchase engineering, styling and laboratory test services from many European, USA and Japanese specialized companies.

We have established cooperation with the R & D departments of some famous world car manufacturers.

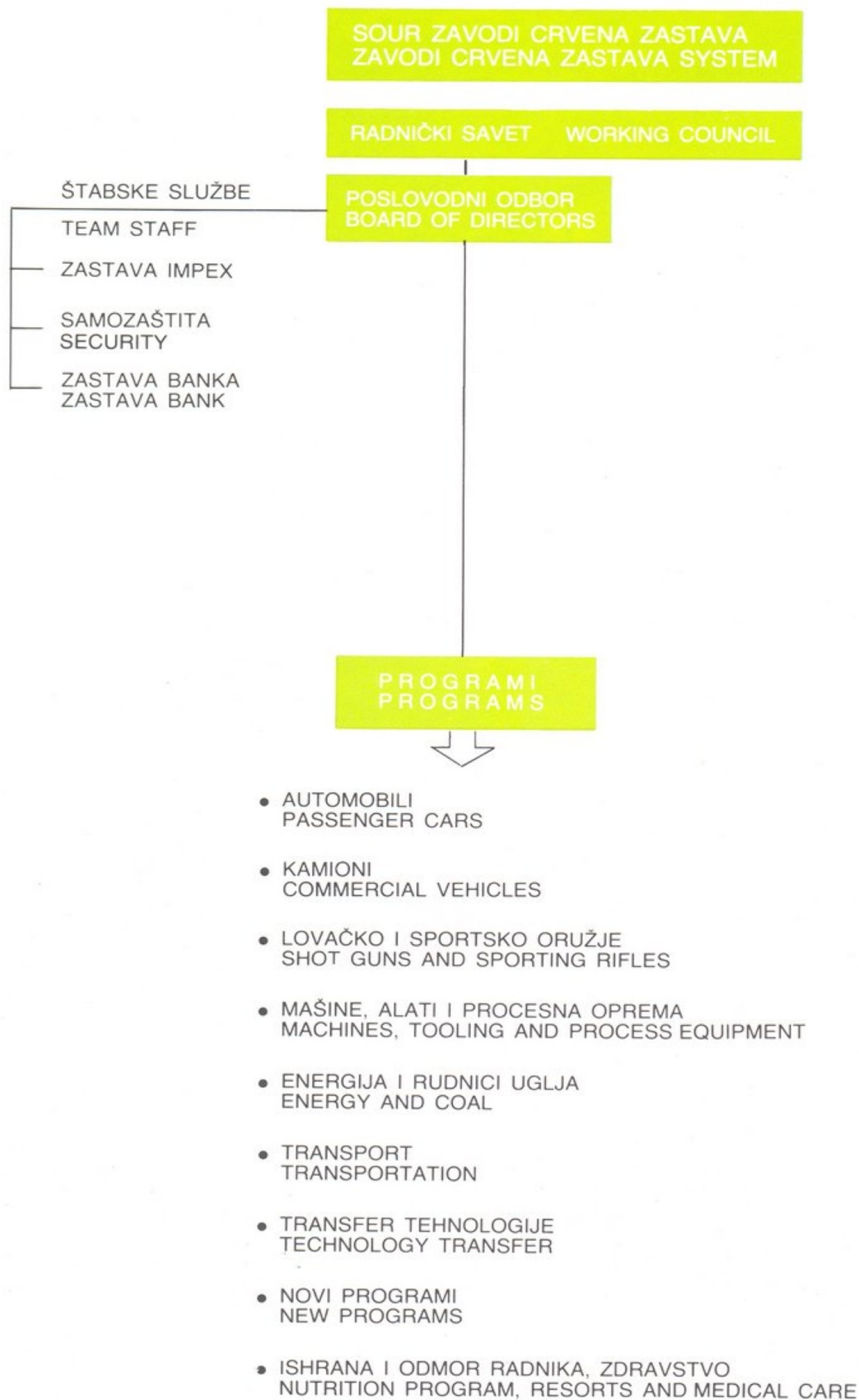
Our development policy aims towards constant innovations and introduction of advanced technology. Each year we are innovating our program and at the same time projecting completely new cars. We are bringing 103 (Florida) and 104 projects to an end and will start projecting the 105 and other cars for the next decade.

We are developing a convertible, a four – wheel drive vehicle and new options – including automatic transmission, electronic fuel-injection and other forms of electronic technology.

Besides our laboratories and special proving grounds, the prototypes and innovated versions are tested and road-tested under actual environmental conditions. Our sports department represents one component of our development program.



STRUKTURA I ORGANIZACIJA STRUCTURE AND ORGANIZATION



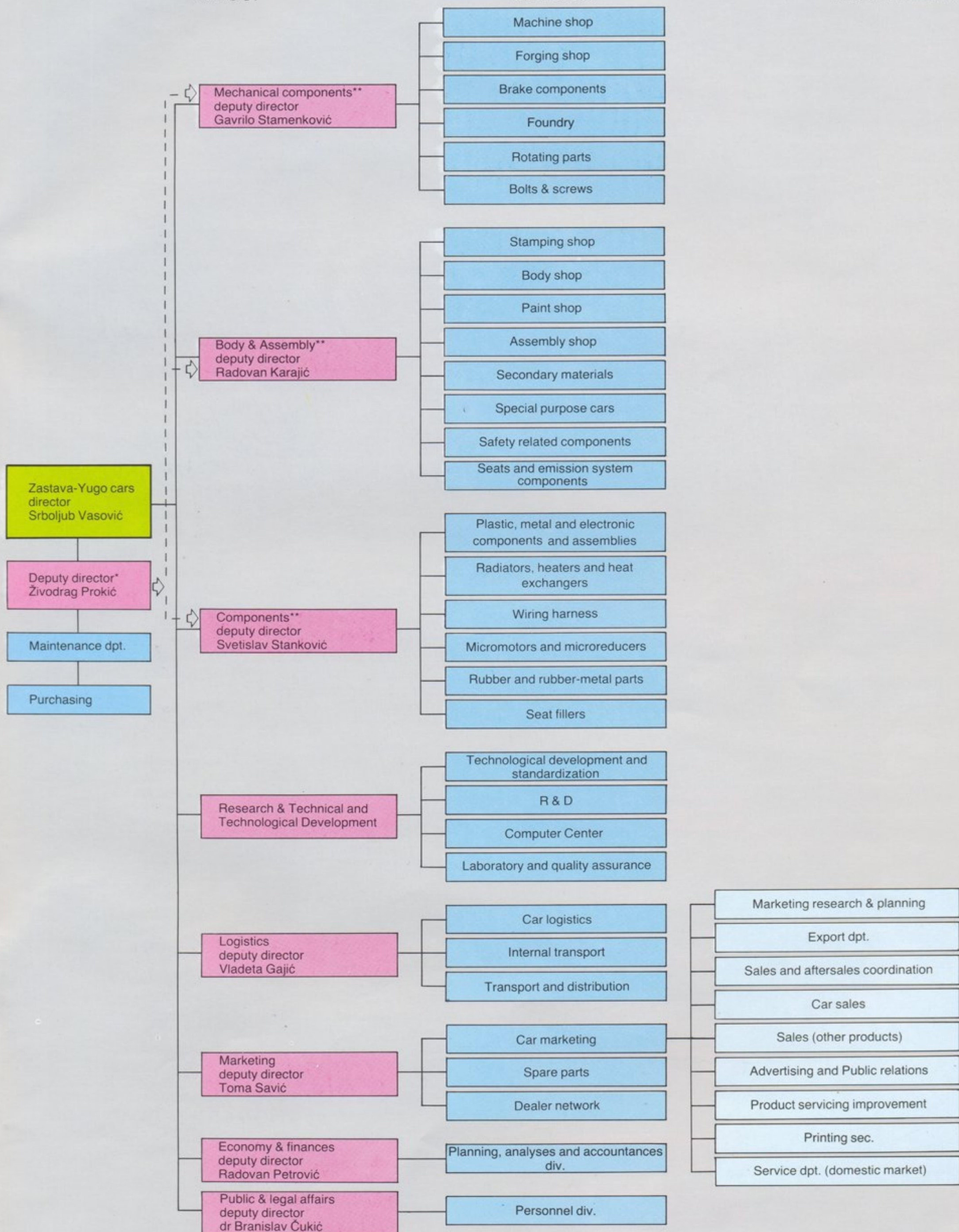
PROGRAM PUTNIČKIH AUTOMOBILA IMA NAJVEĆE UČEŠĆE U UKUPNOM PROGRAMU SISTEMA ZCZ.
PASSENGER CAR - PROGRAM HAS THE LARGEST SHARE OF THE TOTAL ZASTAVA SYSTEM'S PROGRAM.

ORGANIZATIONAL CHART

GROUP

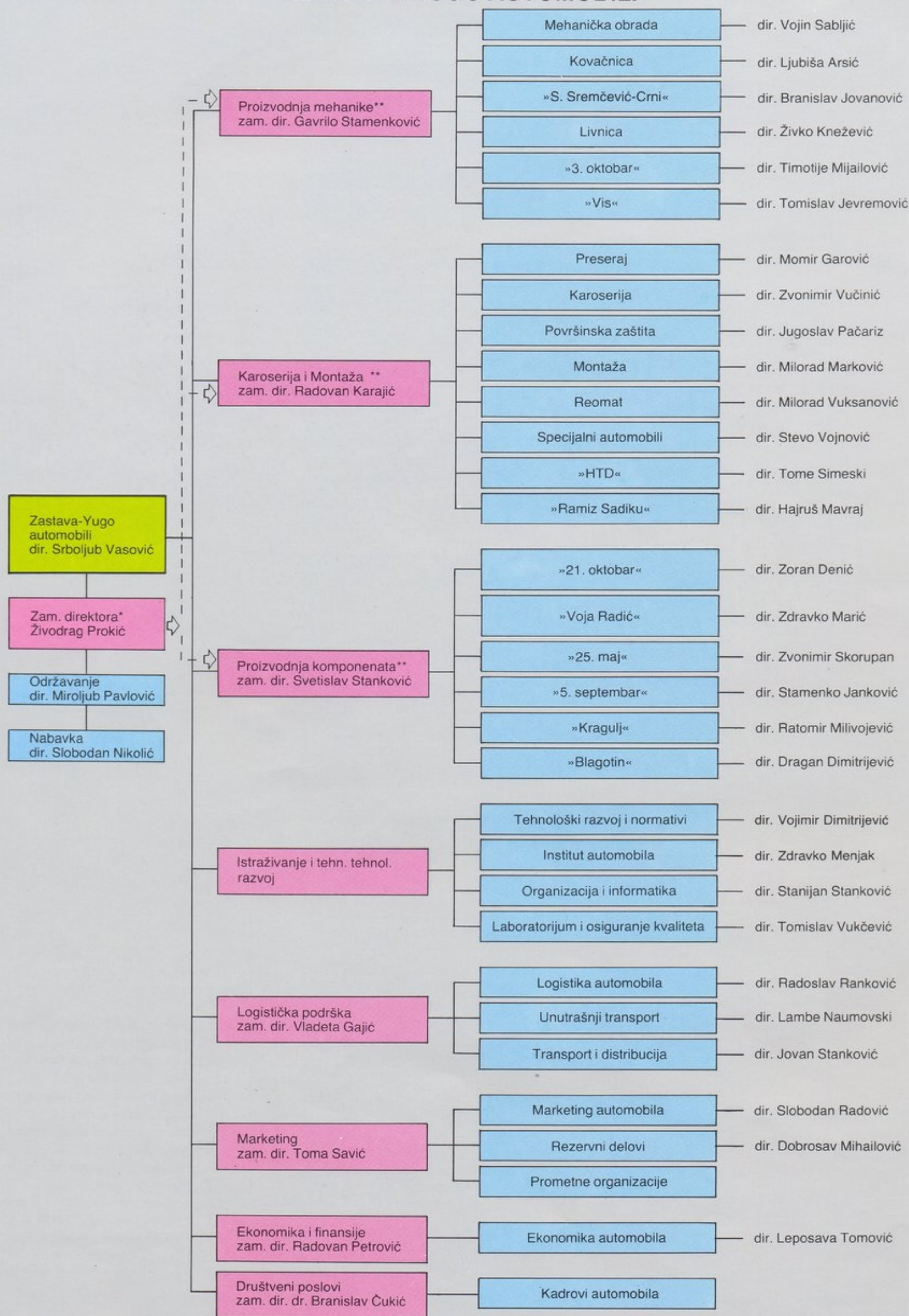
DIVISION

DEPARTMENT



* responsible for groups under**

ORGANIZACIONA I POSLOVODNA ŠEMA »ZASTAVA-YUGO AUTOMOBILI«



* odgovoran za grupe sa **



PROIZVODNI KAPACITETI:

»Zastava-Yugo automobili« imaju sinhronizovan proizvodni sistem za proizvodnju 220.000 putničkih automobila godišnje počev od izrade svih delova do montaže i inspekcije automobila. Pokrivena površina fabrike iznosi 580.000 m² sa 32.000 zaposlenih.

PRODUCTION CAPACITIES:

Zastava-Yugo cars have a synchronized production system for 220,000 units a year. This system has 32,000 employees and covers all the production stages from the production of parts through the final car inspection. The factory contains 580.000 m² of floor space.



Kapaciteti za proizvodnju mehanike automobila, izuzimajući motor, obuhvataju 6 pogona sa 52 proizvodne linije, specijalizovanu opremu (transfer linije) visoke proizvodnosti, nivoa tačnosti i kvaliteta obrade.

Svi otpresci se dobijaju sa 12 linija velikih presa, 6 linija srednjih presa i više grupa malih presa. Razvojem kapaciteta za novi program automobila uvođi se automatsko nauljivanje limova, automatizacija dodavača u čelone prese, potpuna automatizacija dve linije velikih presa i nabavka samohodnih platformi za dopremu i navlačenje alata.

Izrada podsklopova, sklopova, kompletiranje i finišenje školjke vrši se u 14 posebnih zona i tri paralelne linije.

Tehnologija troslojnog lakiranja primenjuje se u tri nezavisne zone linijskog (protočnog) tipa:

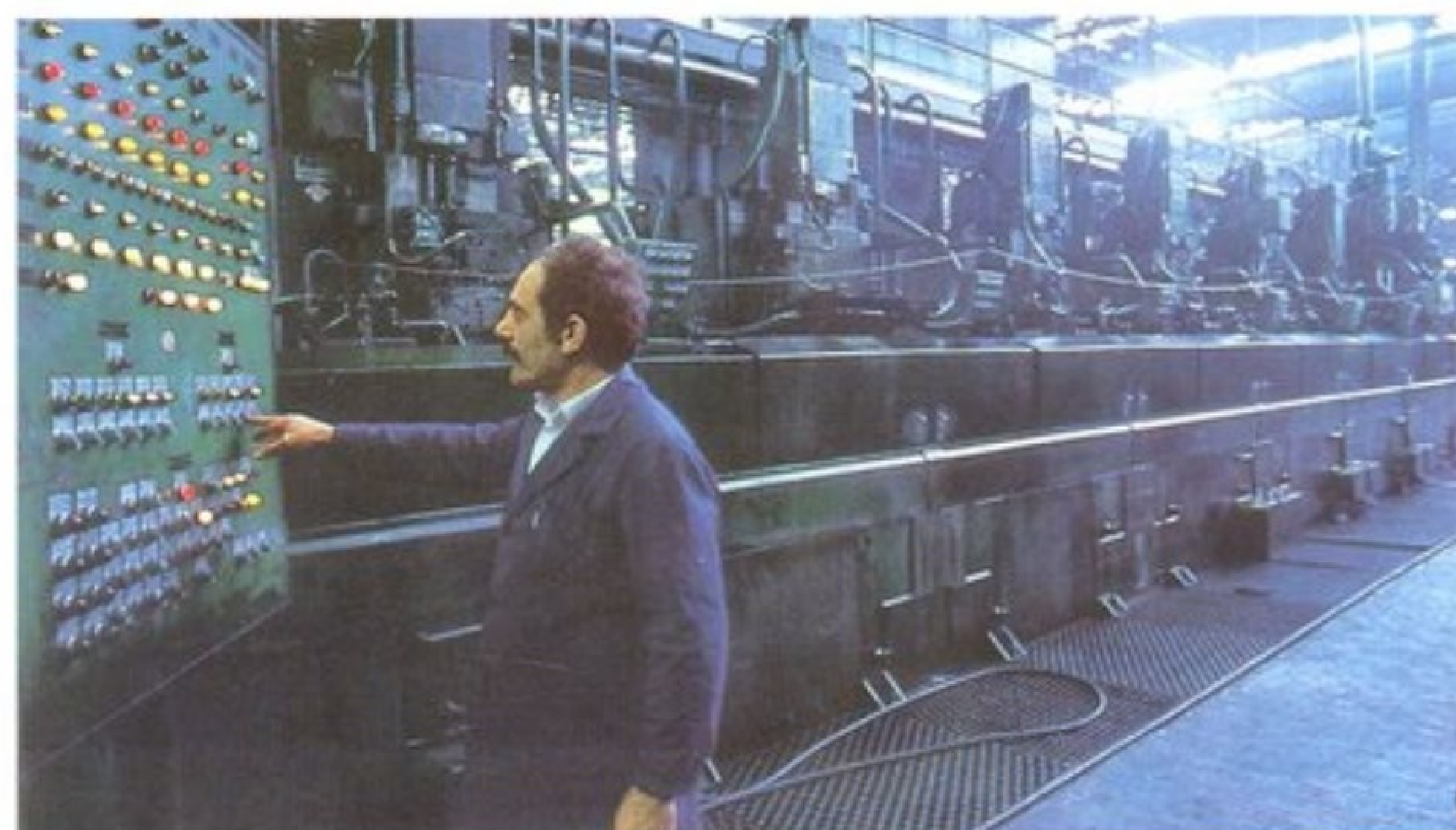
- I zona: Hemijska priprema pretežno prskanjem i kataforetsko nanošenje prvog sloja boje,
- II zona: Zaptivanje, nanošenje PVC mase robotima i automatizovano nanošenje sloja osnovne boje,
- III zona: Nanošenje sloja klasične ili metalik boje na tri paralelne linije od kojih je jedna potpuno automatizovana sa primenom robota.

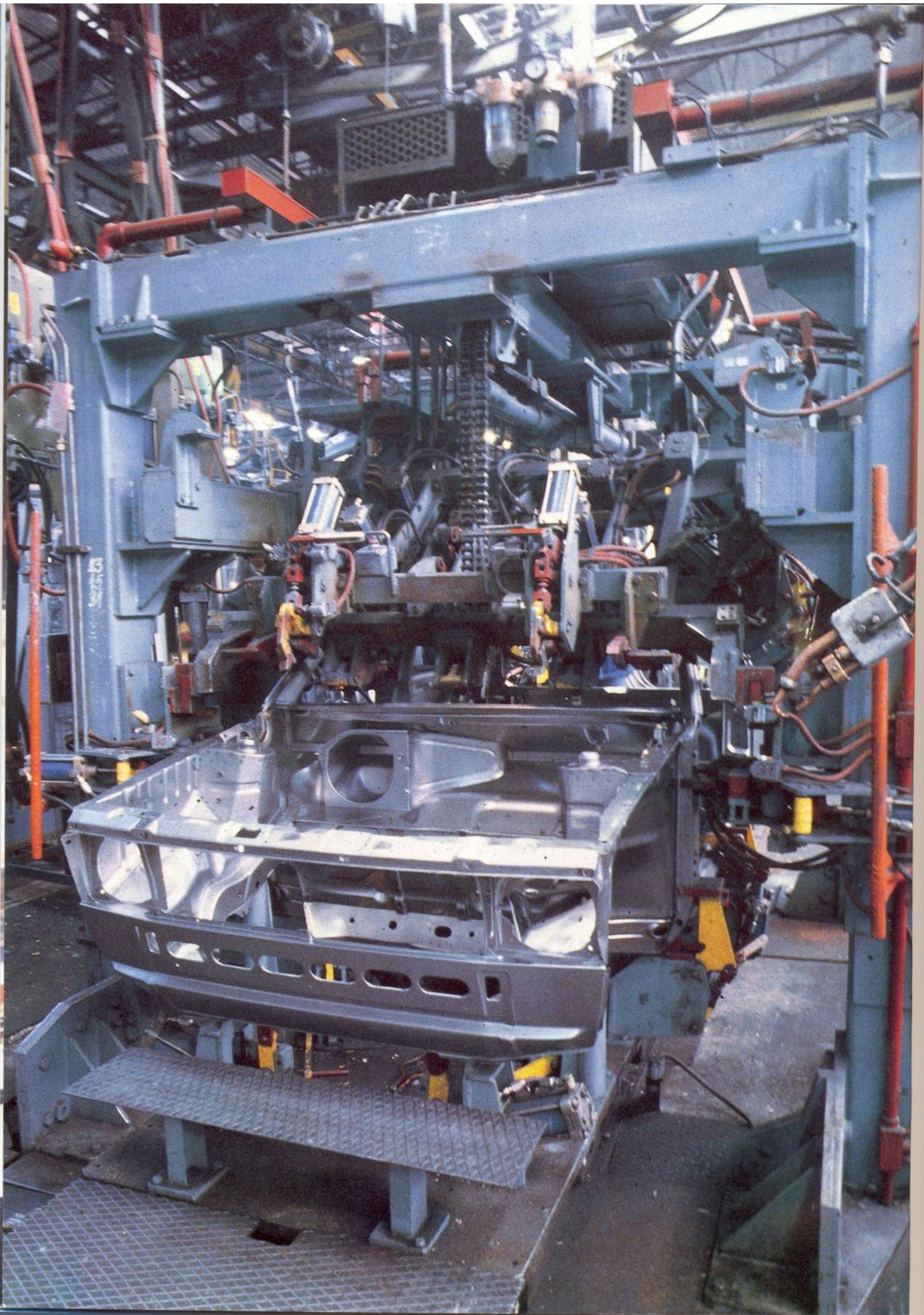
With the exception of the engine, mechanical units are produced in 6 plants on 52 production lines. Plants are equipped with specialized machines and transfer lines of high production capability, high accuracy and good machining quality.

All the stampings are produced on 12 large press lines, 6 medium-size press lines and on several groups of small presses. To develop capacity for the production of new cars we will introduce automatic oiling of sheet metal, automatic headpress feeding, complete automation of two big press lines with engine-powered tooling platforms. Body assemblies and subassemblies are produced in 14 separate zones. The bodies are assembled and finished on three parallel lines.

Three paint layers are applied in three separate zones of flow line type:

- I zone: chemical treatment, mostly by spraying and cathodic paint application.
- II zone: sealing, robotic application of PVC and automatic primer application.
- III zone: application of metallic or non-metallic paint. It is applied on three different lines, one of which, equipped with robots, is completely automatic.





Nova linija za bojenje školjki poseduje najsavremenija rešenja koja se danas koriste u svetu: automatizovan i fleksibilan sistem transporta školjki, kompjutersko upravljanje parametrima rada, automatsko nanošenje boje manipulatorima i rotirajućim zvonima, automatsko napajanje radnih mesta i mašina sa 14 nijansi boja od čega su 6 boja metalik, pečenje boje u pećima sa sistemom grejanja koji sprečava stvaranje kondenzata, poboljšanje ekoloških uslova automatskim prečišćavanjem otpadnih voda.

New paint line is equipped with most sophisticated designs, used in the world nowadays: automatic and flexible system for body shell transport, computer control of operation parameters, automatic painting with manipulators and rotating bells, automatic supply of working stations with 14 colours, out of which 6 are metallic, paint curing in ovens with heating system that prevents condensate appearance, improved ecological conditions by automatic refinement of waste water.

Kontrola i upravljanje sistemom transporta je u celosti automatizovana i vrši se pomoću kompjutera. Montaža je protočnog – linijskog tipa na visećem konvejeru sa visokim nivoom diferencijacije operacija. Priprema važnijih sklopova se vrši izvan montažnih linija u posebnim zonama. Integrisane su operacije intenzivne kontrole, podešavanja i adjustaže automobila. Posebna priprema i dopunska ugradnja po zahtevima kupaca vrši se u posebnom objektu.

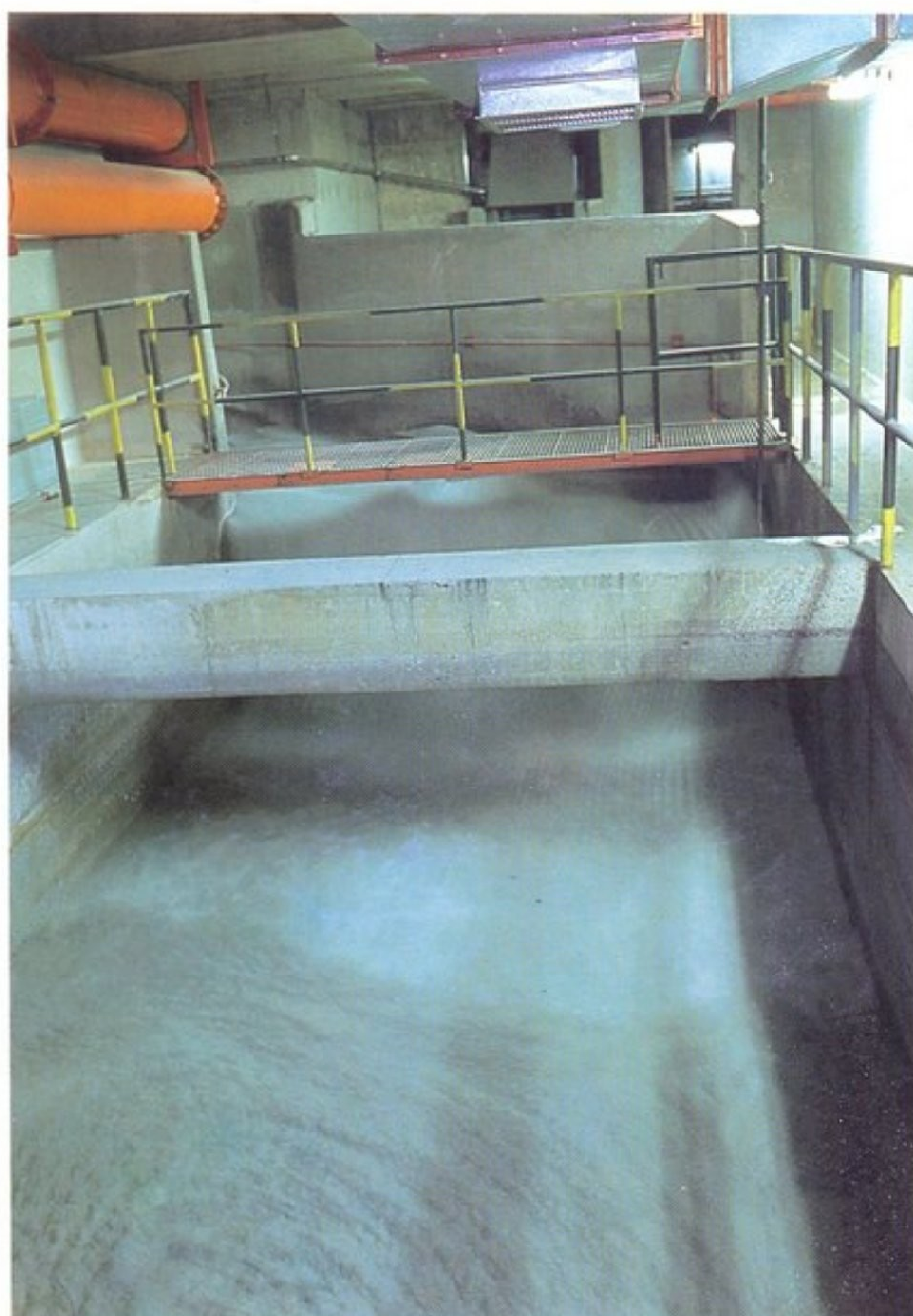
The automatic system of transportation is managed and controlled by computers.

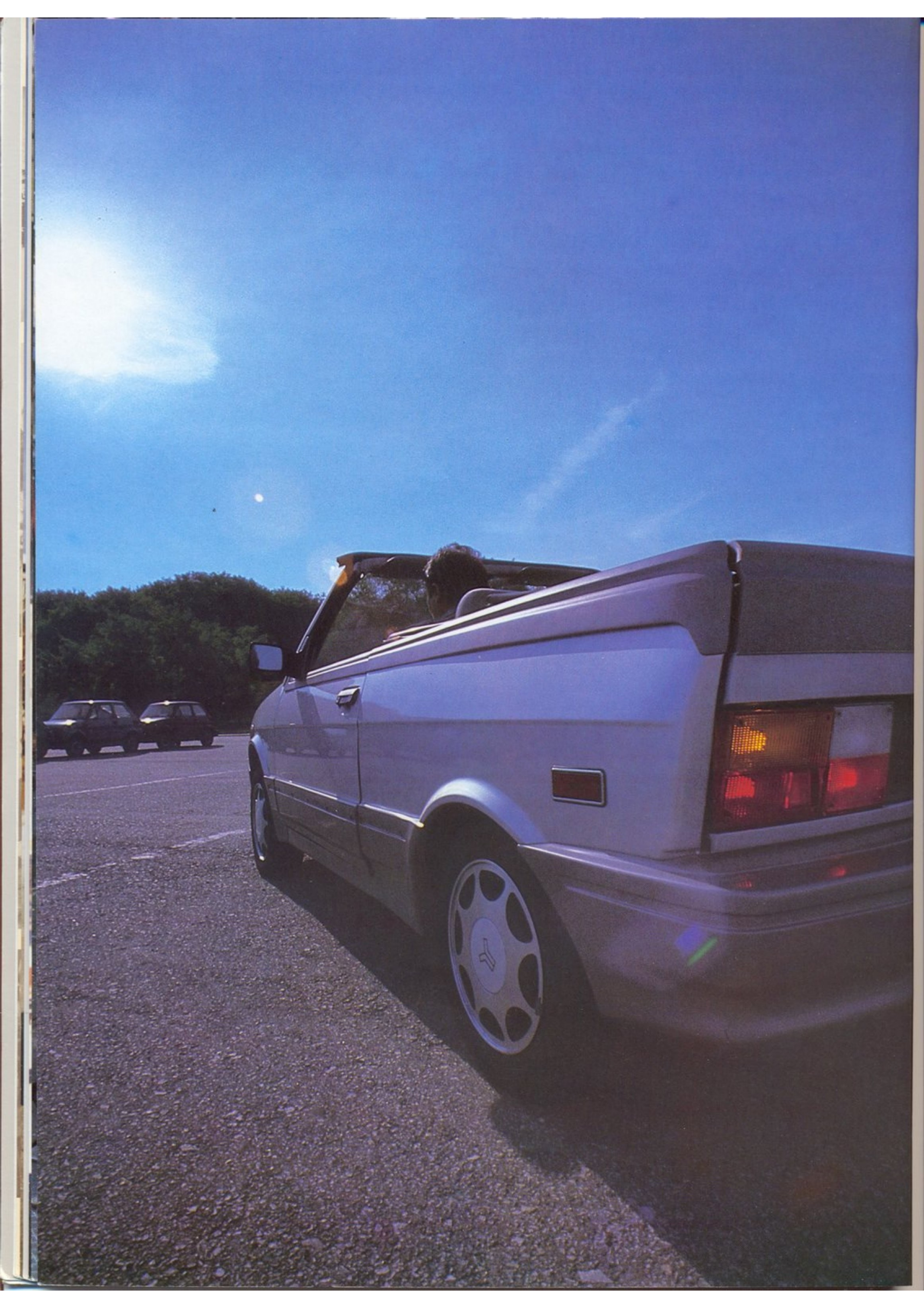
Assembly is carried out on the line equipped with overhead conveyers. There is a big differentiation of operations on the line.

More important assemblies are prepared in special zones outside the assembly line. Operations of car inspection and adjustment are integrated. Special preparation and additional installation of the parts required by customers are performed in a separate building.

Zastava-Yugo automobili pored putničkih automobila, u svojim dislociranim pogonima proizvode i vozila za specijalne namene i automobilske komponente.

In addition to passenger cars Zastava-Yugo Cars produce special purpose cars and automobile components in their plants.



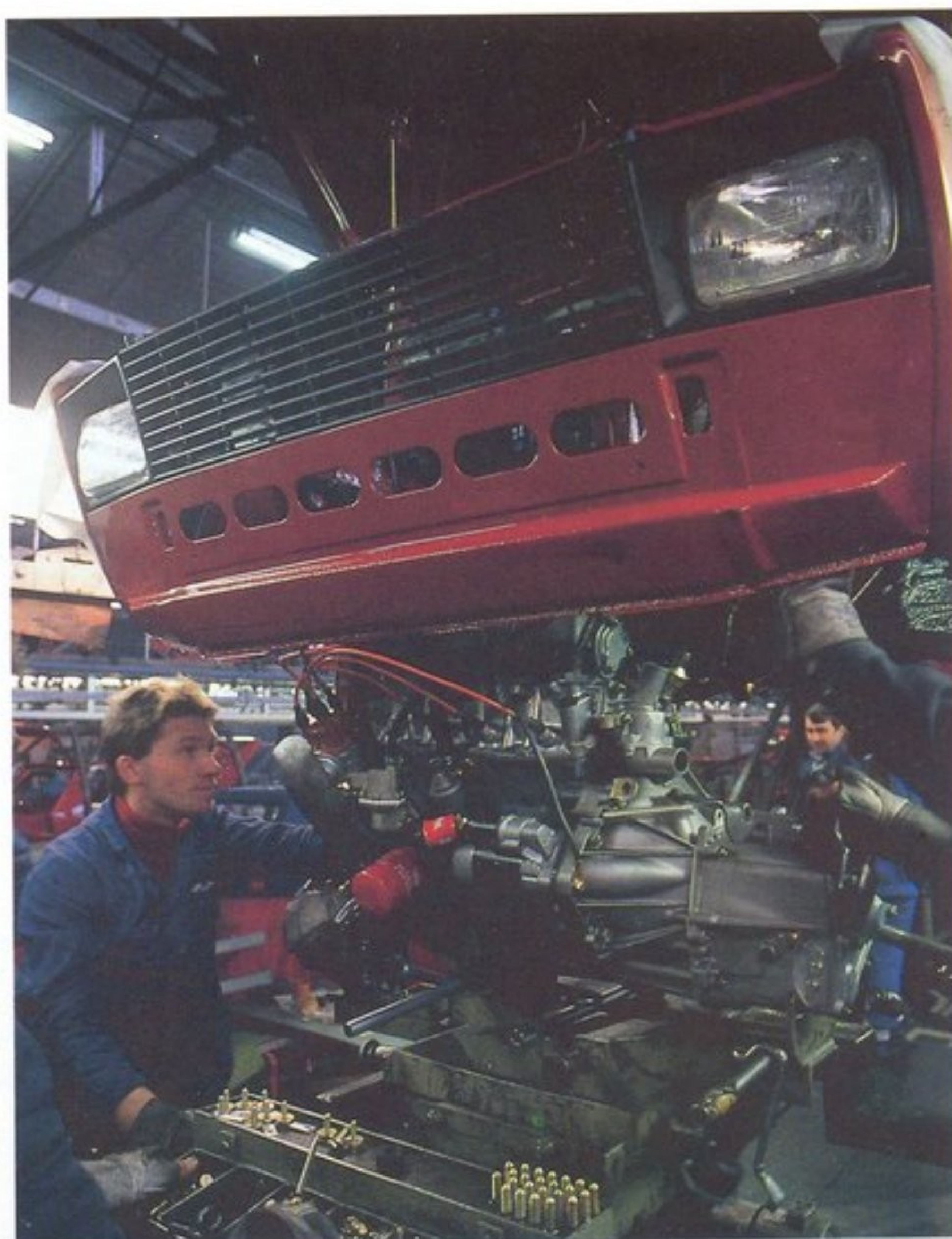


Širok proizvodni asortiman obuhvata:

- višenamenske putničke automobile, furgonete, minibus pick-up nosivosti do 800 kg,
- specijalne putničke automobile (milicija, sanitet, obuka vozača, univerzal, i sl.),
- otkovke i livene komponente,
- komponente sistema za kočenje putničkih automobila i kamiona,
- metalni pogonski — kancelarijski nameštaj i sabirna sredstva,
- rotacione delove koji se ugrađuju u putničke automobile i kamione,
- vijčanu robu,
- komponente vezane za bezbednost u vozilu,
- sedišta i izduvne sisteme,
- plastične, limene i elektronske delove i sklopove,
- hladnjake, grejače i izmenjivače toplote,
- elektroinstalacije,
- mikromotore i mikroreduktore,
- gumene i gumeno-metalne delove,
- ispušne sedišta za putnička vozila, traktore, motocikle, bicikle i medicinske jastuke i proizvodnju nameštaja,
- transport i distribuciju.

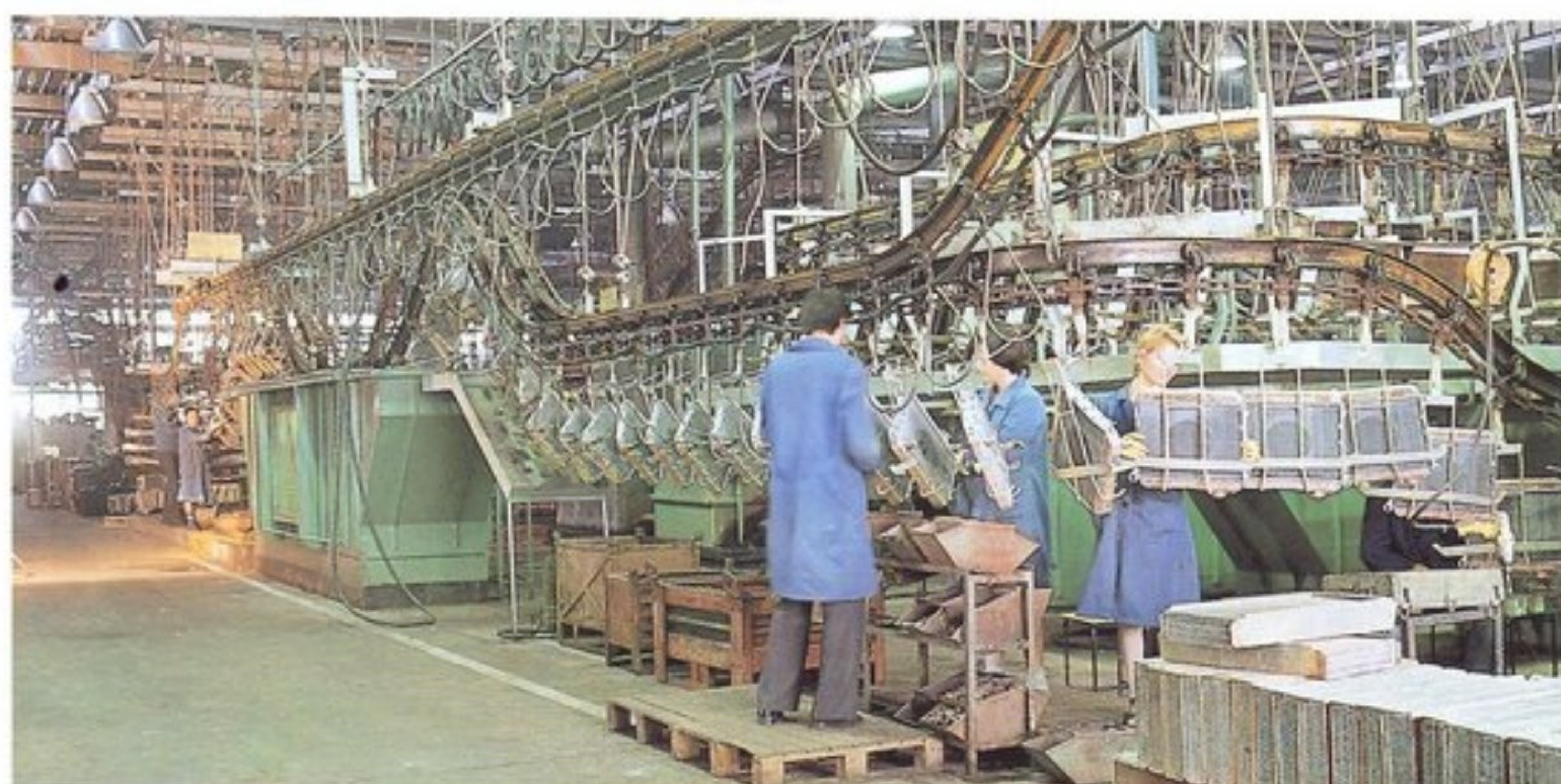
Broad production range includes:

- multipurpose passenger cars, vans, minibuses and pick-ups with a pay load up to 800 kg,
- special passenger cars (police cars, driver training cars, basic etc.),
- forgings and castings,
- components of brake systems for passenger cars and trucks,
- metal industrial and office furniture,
- rotating parts for passenger cars and commercial cars.
- bolts and nuts,
- safety parts,
- seats and exhaust systems,
- plastic, metal and electronic parts and assemblies,
- radiators, heaters and heat exchangers,
- wiring harness,
- micromotors and microreducers,
- rubber and rubber — metal parts,
- seat fillers for passenger cars, tractors, motorcycles, bicycles, medical cushions and furniture,
- transport and distribution.



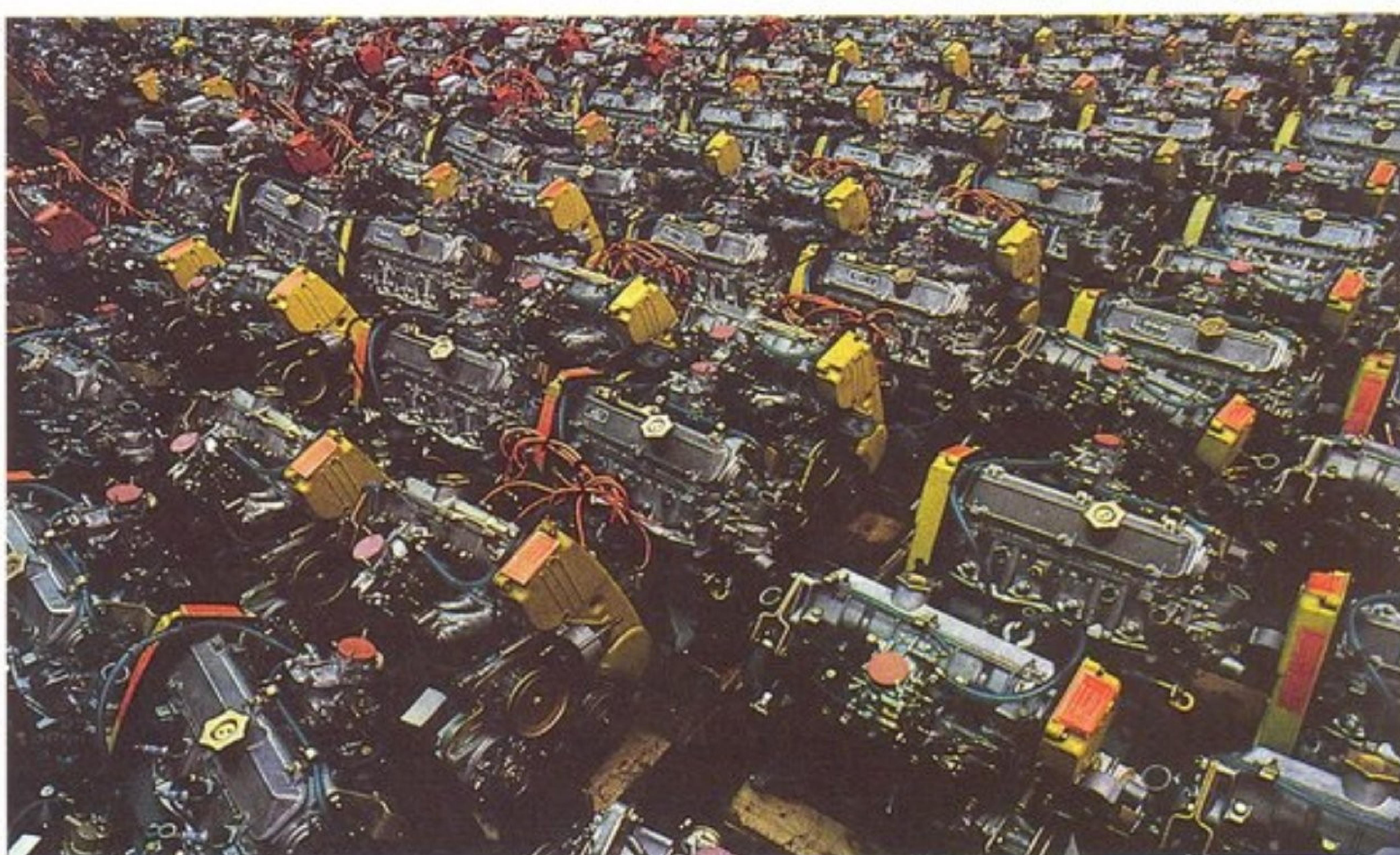


»JUGOPLASTIKA« SPLIT
»JUGOPLASTIC« SPLIT



»ZASTAVA KOMponente« KRAGUJEVAC
»ZASTAVA COMPONENTS« KRAGUJEVAC

KOOPERANTSKA MREŽA U JUGOSLAVIJI DOMESTIC SUPPLIERS



»DMB« BEOGRAD – INDUSTRIJA MOTORA
»DMB« BEOGRAD – ENGINE SUPPLIER



■ SOPSTVENI KAPACITETI
YUGO FACILITIES

■ KOOPERANT/SUPPLIER

UKUPNO: 205 kooperanata
TOTAL: 205 suppliers

YUGO KVALITET

Naši programi unapređenja kvaliteta se odnose na oblasti razvoja, proizvodnje i snabdevanja, logistike, prodajnog servisa i postprodaje i rezervnih delova.

Kompjuterski registrujemo i analiziramo sve informacije sa tržišta i na poseban način navedene oblasti povezujemo u jedinstven sistem Yugo kvalitet (YQ). Poseban cilj je efikasna reakcija prema konkretnom kupcu i prema budućim kupcima.

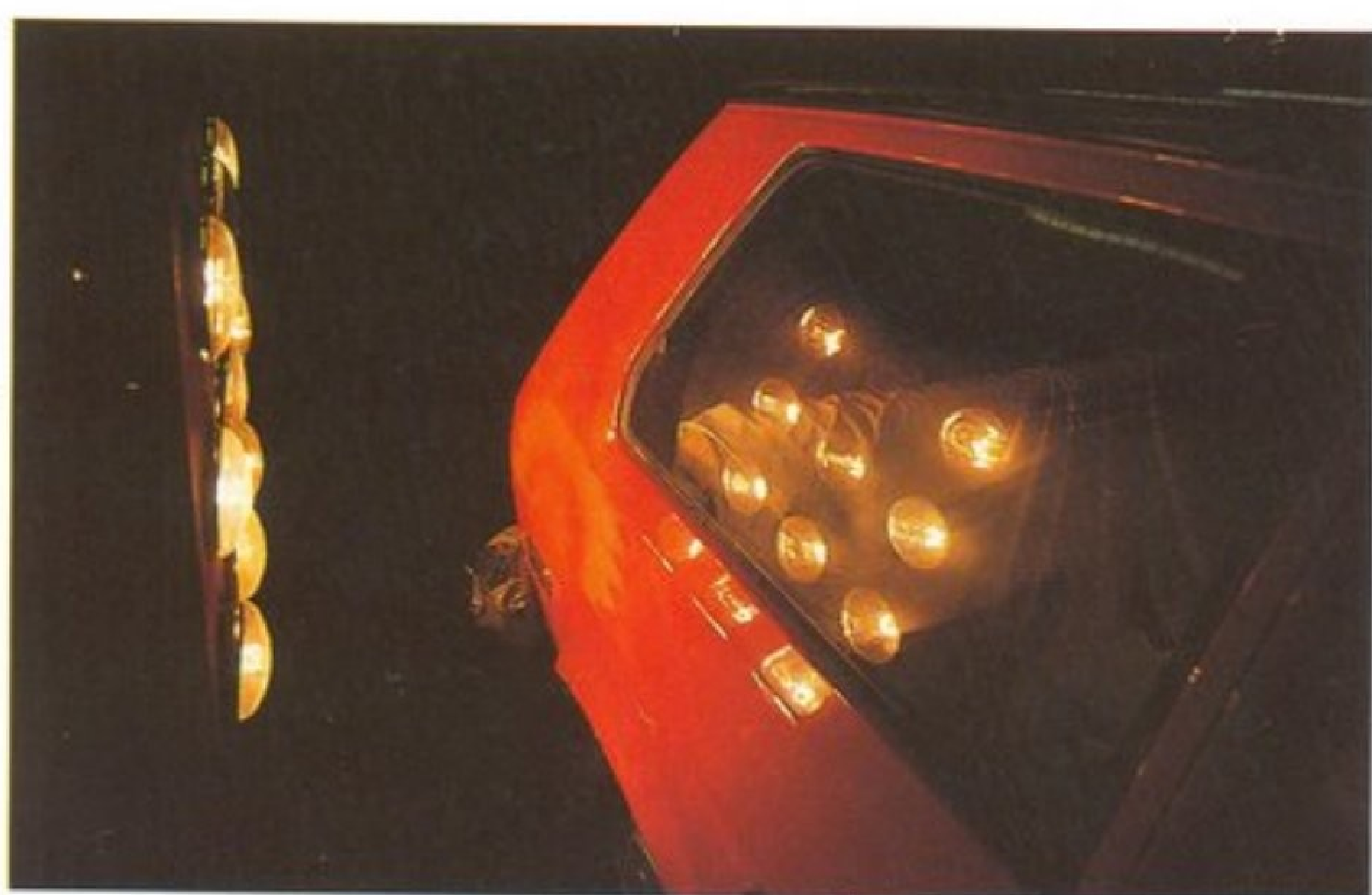
Aplikacije novih tehnologija, ažurne metode kontrole u svim fazama rada, posebne stimulacije radnika, i stalna verifikacija isporučilaca su trenutno najaktuelniji fondamenti piramide kvaliteta na čijem se vrhu nalazi kupac i njegovo zadovoljstvo markom Yugo.

YUGO QUALITY

Our quality improvement programs cover the following areas: Development, Production and Supply, Logistics, Sales, Aftersales and Parts.

As the market information is computer recorded and processed, the above mentioned areas are combined into one Yugo quality system (YQ). Our aim is to achieve efficient response towards individual customer needs as well as towards future customers' needs.

Application of new technology, updated Q.C methods in all stages of work, special workers' incentives and constant verification of suppliers are, at present, the most relevant fundamentals of the quality pyramid, on top of which is the customer and his satisfaction with Yugo quality.



PRODAJNA MREŽA U JUGOSLAVIJI

Prodaja YUGO modela u Jugoslaviji se vrši preko 6 sopstvenih prometnih radnih organizacija (38 prodajnih punktova) i 84 ugovornih prodajno-servisnih organizacija.

Na teritoriji Jugoslavije postoje 202 ovlašćena YUGO-servisna punkta.

Prodajnu mrežu sa rezervnim delovima snabdeva Organizacija »Rezervni delovi automobila«.

SALES NETWORK IN YUGOSLAVIA

YUGO models are sold in Yugoslavia through 6 Zastava sales organizations, 38 sales outlets and 84 subcontracted sales / service organizations. There are 202 authorized Yugo Service outlets throughout Yugoslavia.

The Yugo Parts Department supplies the parts to the wholesales network.

	Isporuka za domaće tržište Domestic market supply 1986.	1987.	87/86%
Osnovni program (Domestic Vehicles)	71.019	79.777	112%
Dopunski program (Counter-traded Vehicles)	32.820	41.857	128%
UKUPNO: (TOTAL):	103.839	121.634	117%

Najprodavaniji model u 1987. god. je YUGO 45/55.

Of the different models, YUGO 45/55 achieved the highest sales figures in 1987.



PRODAJNA MREŽA DEALER'S NETWORK



IZVOZ

Yugo vozila su prisutna na svih šest kontinenata a prodaju se u skoro svim zemljama Evrope i Severne Amerike. Naša su se vozila u testovima pre početka prodaje i kasnije u eksploataciji pokazala izvanredno u polarnim oblastima, u uslovima tropske klime, na visokim Andima, na Saharskom pesku, modernim auto putevima ali i na ne tako dobrim putevima. Naš je cilj da budemo prisutni na svim većim automobilskim tržištima naravno u meri i obimu koji dopuštaju naši proizvodni kapaciteti. Naše najveće tržište su Sjedinjene Američke Države na kome smo počeli sa izvozom 1985. godine preko specijalizovane firme Yugo Amerika. Zahvaljujući referencama sa ovog ali i drugih važnih tržišta vozila Yugo su u svetu veoma tražena.

Od početka izvoza svojih automobila 1965. godine pa do kraja 1987. godine Zastava je izvezla 502.848 putničkih automobila u 68 zemalja širom sveta.

U 1987. godini Zastava je otpremila za izvoz 88.027 automobila za 25 zemalja. Najveći kupci »Yugo« automobila u 1987. godini su SAD, Velika Britanija, Egipat, Mađarska itd.

EXPORT

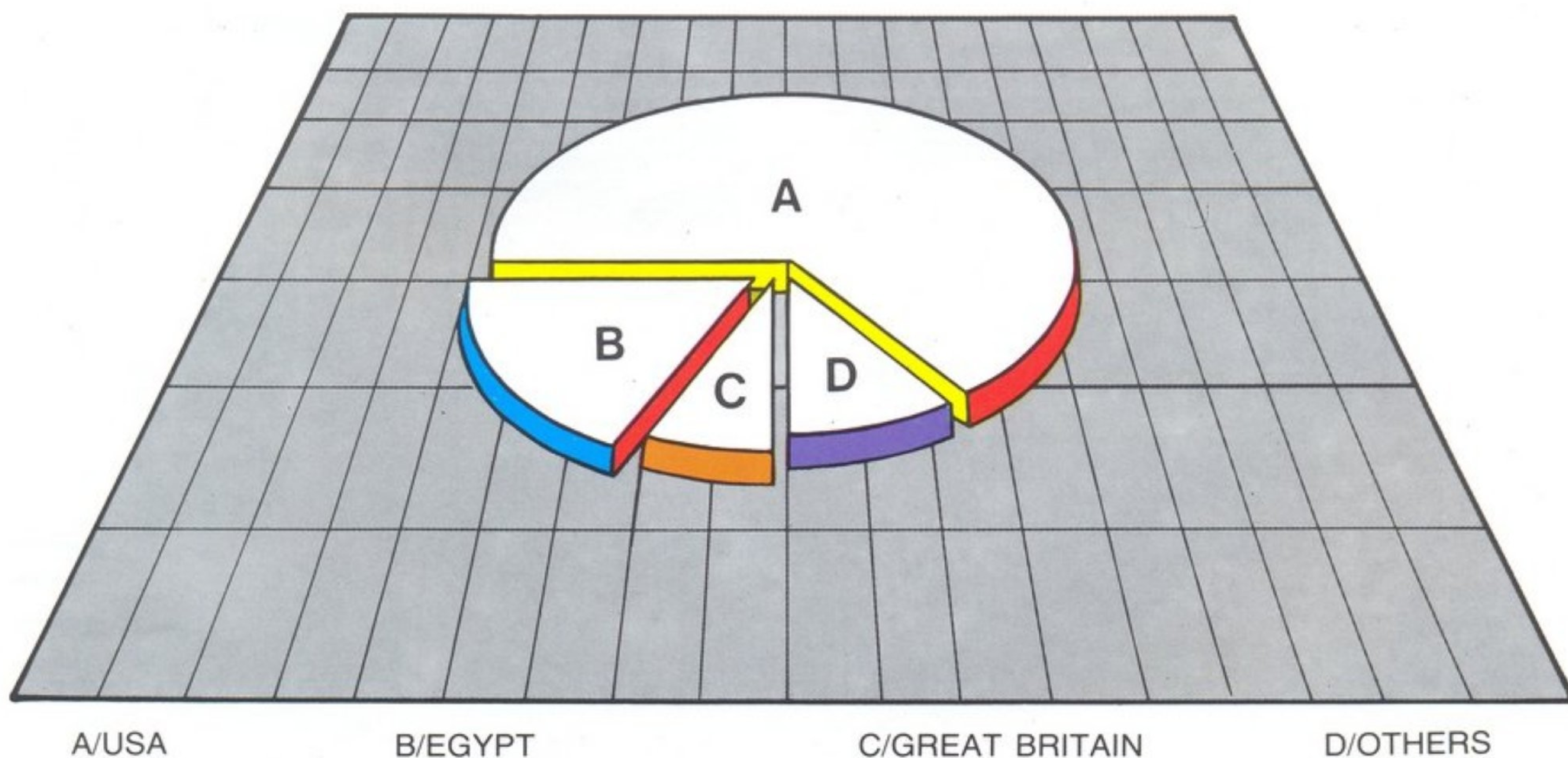
Yugo cars are present on six continents and are sold in almost all European and North American countries. Our cars achieved good results in presale tests and later on behaved perfectly in polar areas, tropical climate, high Andes, on Sahara sand, modern high – ways and on the rough roads as well. Our aim is to be present on all larger car markets, of course within the limits of our production capacity. Our largest market is the United States market where we started to export in 1985 via YUGO America.

Thanks to references from this and other important car markets, YUGO cars are increasingly asked for all over the world.

Since Zastava started to export cars in 1965. up to the end of 1987, 502,848 passenger cars have been exported to 68 countries all over the world.

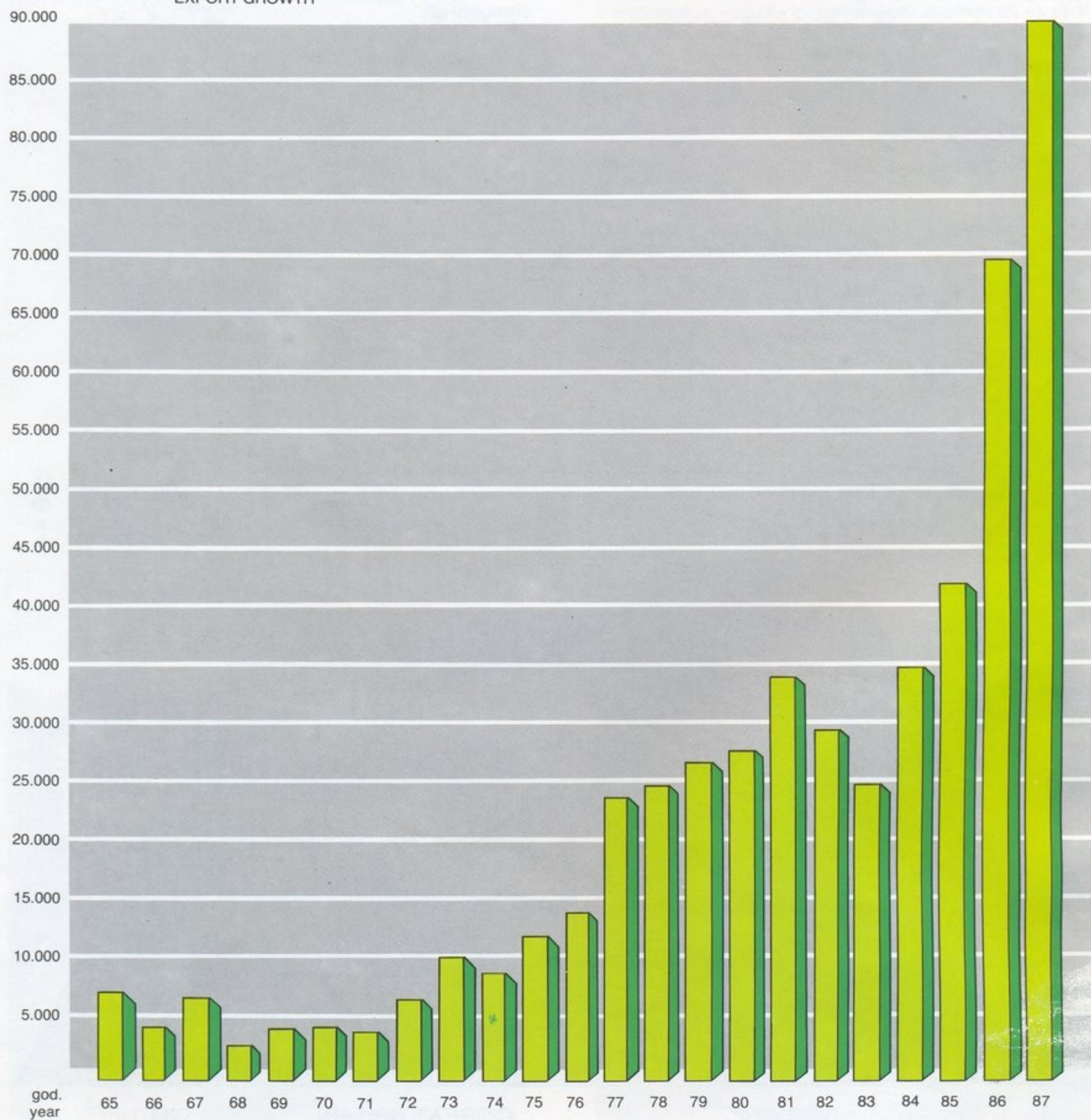
During 1987, Zastava exported 88,027 cars into 25 countries. Major Yugo buyers in 1987. were USA, UK, Egypt, Hungary etc.

Export markets / Izvozna tržišta (1987)	unit/kom.
USA	57,305
Egypt	12,914
Great Britain	8,099
Hungary	3,735
France	1,572
Canada	1,172
Greece	1,039
Others	2,191
Total / Ukupno	88,027





unit
kom
RAST IZVOZA
EXPORT GROWTH





YUGO America Inc, New Jersey, USA



EL-Nasr Automotivi Co, Cairo, Egypt, A.R.



YUGO cars from ZASTAVA (GB), Reading, GB



Inokooperacija

»Zastava-Yugo automobili« već niz godina razvijaju kooperantske odnose sa proizvođačima iz Sovjetskog Saveza, Italije, Poljske, Mađarske, DDR-a i Bugarske. Obim kooperacije u oba pravca beleži rast iz godine u godinu.

Ukupan obim prometa sa inokooperacijom realizovan u 1987. god. iznosi: 221.301.000 \$ u tome

– kroz dugoročne proizvodne kooperacije 218.701.458 \$

– kroz kompenzacione poslove 2.599.542 \$

Promet (ukupno po zemljama kooperacija + kompenzacija) u milionima \$

Turnover (total cooperation + compensation) in \$ millions

Foreign cooperation

For many years Zastava-Yugo cars has developed cooperation with manufacturers from Soviet Union, Italy, Poland, Hungary, GDR and Bulgaria. Cooperation volume is constantly increasing.

Total turnover with foreign cooperation in 1987 was \$ 221,301,000 including:

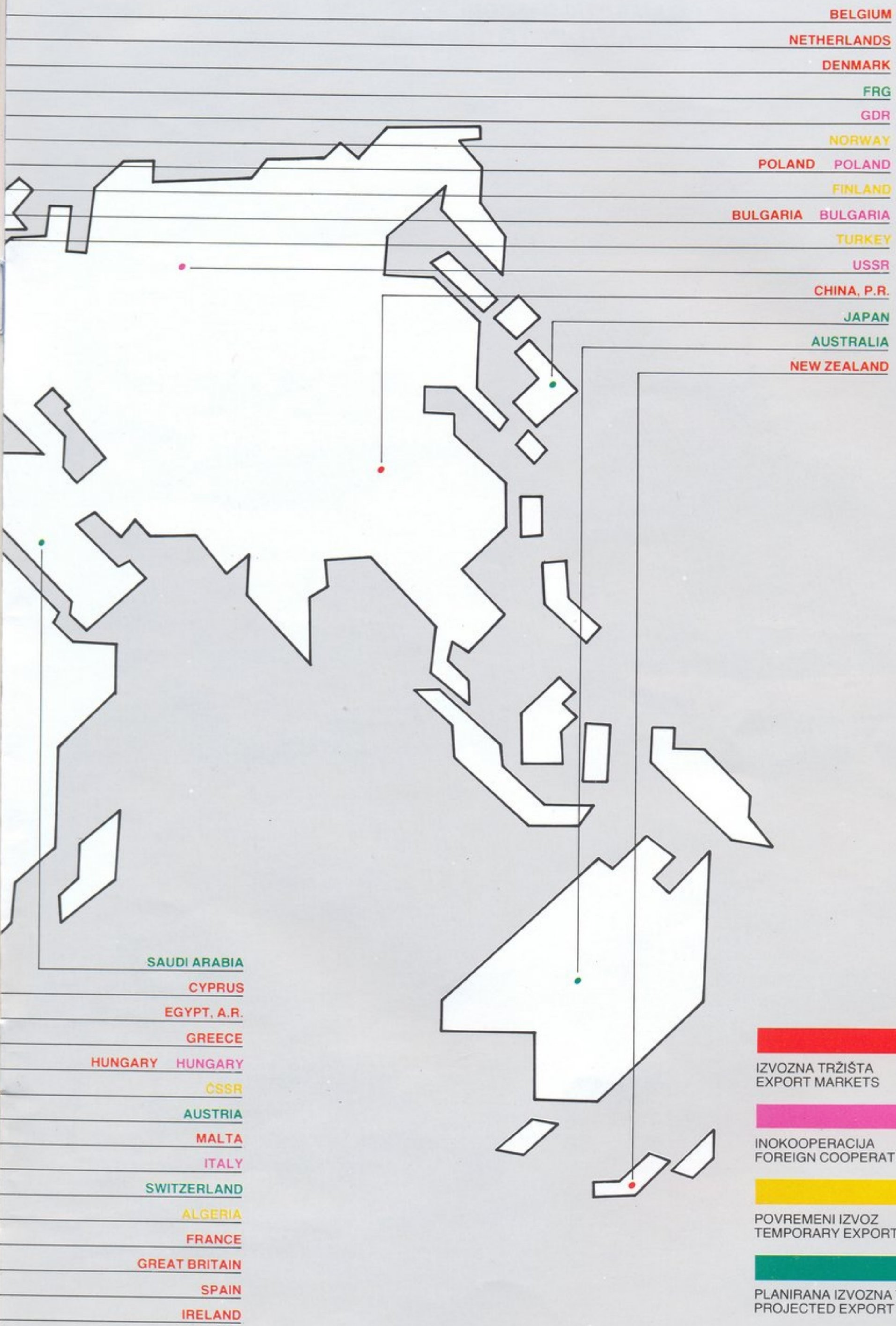
– Long-term cooperative production \$ 218,701,458

– Compensation transactions \$ 2,599,542

Partner	1986.	1987.	87/86 index
Soviet Union	108,8	118,6	109
Italy	24	34,8	145
Poland	15,4	34,3	223
Hungary	20,4	23,1	113
GDR	7,9	9,3	118
Bulgaria	2,1	1,2	57
TOTAL:	178,6	221,3	124

A stylized map of the Americas, showing the continents of North and South America in white against a light gray background. The map is outlined with a thick black border. Numerous small, colored dots (red, yellow, and green) are placed across the map, with thin black leader lines extending from them to a legend on the left side. The legend lists the following locations: GUATEMALA, SALVADOR, COSTA RICA, USA, PANAMA, ECUADOR, COLOMBIA, DOMINICAN REPUBLIC, CANADA, CARIBBEAN, and CHILE. The dots are distributed across the map, with a high concentration in the Caribbean and Central America, and a few in South America and Canada.

GUATEMALA
SALVADOR
COSTA RICA
USA
PANAMA
ECUADOR
COLOMBIA
DOMINICAN REPUBLIC
CANADA
CARIBBEAN
CHILE



GAMA YUGO MODELA THE AUTOMOTIVE LINE-UP

PROJEKAT 101



YUGO 101 SKALA 55



YUGO 101 SKALA 65



YUGO 511 RHD



YUGO 513 RHD

PROJECT 101



ZASTAVA 128 SKALA 55



ZASTAVA 128 SKALA 65



YUGO 311 RHD



YUGO 101 SKALA POLI/KOMBI



YUGO FLORIDA



MAIN SPECIFICATIONS

	Yugo Florida 1.4	Yugo Florida 1.6
ENGINE		
Capacity cc	1372	1580
No of revolutions (rpm) for maximum power hp (kW)	6000, 70,5 (51,8)	6000, 83,5 (61,8)
No of revolutions (rpm) for maximum torque kgm (Nm)	3000, 10,8 (106)	3000, 12,4 (121,6)
Fuel system	intake diaphragm pump	
Ignition	Electronic »baekerless« Marelli	Electronic »digiplex« – Marelli
Timing	overhead camshaft	
TRANSMISSION		
Drive	front	
Speeds	5 forward and reverse	
Steering	rack type	
Turning circle Diameter, m	10,30	
SUSPENSIONS		
Front	Independent, Mc Pherson with lower control arm and antiroll bar	
Rear	Semi-independent, »H« type, with longitudinal control arms and transverse torsion bar	
BRAKES		
Front, Ø mm	Disk Ø 240	
Rear, Ø mm	Drum Ø 185	
WHEELS		
Rims	4,5J × 13"12	
Tyres	155/70 and 165/70R13	165/70 R13
DIMENSIONS		
Length × width × height mm/2 + 20	3932 × 1658 × 1410	3932 × 1658 × 1410
Wheel base, mm	2500	
Wheel truck front/rear mm	1400/1395	
Luggage compartment dm ³	410/1180	
PERFORMANCES/MASSSES		
Curb weight, kg	880	
Fuel tank, L	48	
Max. speed, km/h	160	170
Acceleration, sec		
– 0 – 100 km/h	13	12
– 0 – 1000 m	34,5	34
Fuel consumption 1/100 km		
– AT 90 km/h	5.2	5.0
– AT 120 km/h	7.1	6.9
– city driving	8.5	8.9

KABRIOLET

CABRIOLET



YUGO CABRIO

MAIN SPECIFICATIONS

ENGINE	
Position	front, transverse
No. and arrangement of cylinders	4, in a line
Dia. and stroke of piston, mm	86.4 × 55.5
Operational displacement, cm ³	1299
Compression ratio	9.2.
Maximum power (DIN), kW at 6000 rpm	48
Maximum torque (DIN) Nm, at 3000 rpm	98
Distribution system	overhead camshaft
Fuel supply	dual barrel carburetor
Ignition	electronic, BOSCH system
TRANSMISSION	
Drive	front
Clutch	dry, single disc
Transmission with synchronized gears (Porsche and Borg Wargner)	5 + reverse
STEERING	
Turning radius, m	9.5
SUSPENSION	
Front	independant, with double action shock absorbers
Rear	Independant with double action shock absorbers, transverse leaf spring functions as a stabilizer
BRAKES	
	with two independant circuits and servo
Front brakes, Ø mm	disk, 227
Rear brakes, Ø mm	drum, 186
WHEELS	
Rims	5J × 13" H2
Tyres	155/70 × 13"
DIMENSIONS AND WEIGHT	
Length × width × hight with closed top mm	3540 × 1542 × 1400
Wheel base, mm	2150
Front/rear wheel track, mm	1308/1312
Curb weight, kg	885
Fuel tank capacity, l.	32
ELECTRICAL SYSTEM	
Battery, Ah	45
Alternator with electronic regulator, A	55
Electrostarter, kW	0.8
PERFORMANCE	
Max speed, km/h (with closed top)	150



PROJECT 104

PRODUCTION START IN

1989

PROJECT 105

PRODUCTION START IN

1992

PROJEKAT 102



YUGO 45A



YUGO 55A



YUGO 65A



YUGO 45A/55A RHD



YUGO 65A RHD

PROJECT 102



YUGO GV UNLEADED FUEL



YUGO GVL UNLEADED FUEL



YUGO GVX UNLEADED FUEL



YUGO 45A VAN RHD



YUGO 55 SUP

FINANSIJSKI OSVRT FINANCIAL REVIEW

FAZ-YUGO

YUGO CAR FACTORY

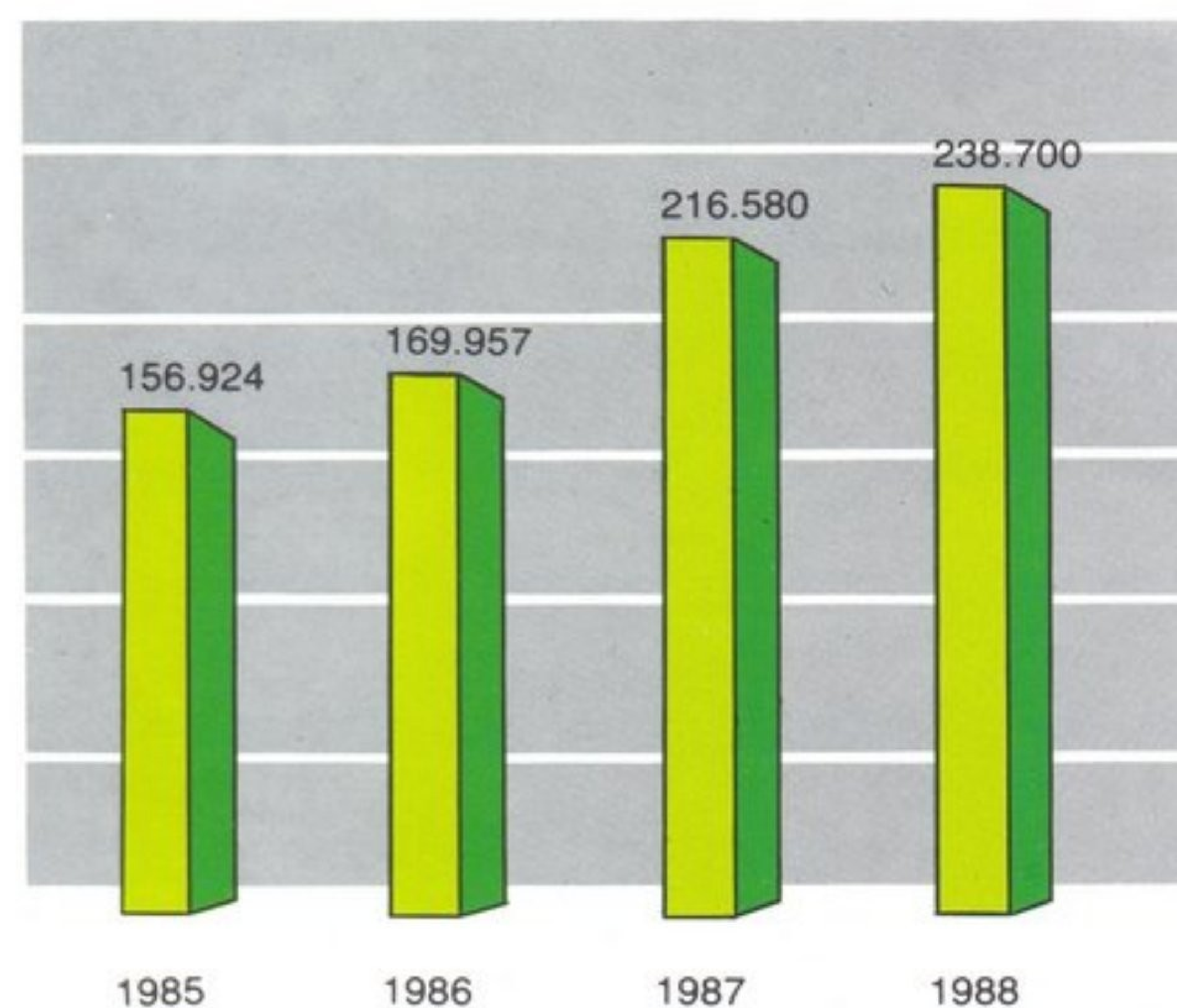
1988-PLAN

	(in 000 dinars)	(in dollars \$)	Struktura / Structure
Ukupan prihod Total revenue	1.047.724.426	828,240,000	100%
Utrošena sredstva Expenditures	852.599.263	673,991,000	81,4%
Dohodak Income	195.125.163	154,249,000	18,6%
Čist dohodek Net income	98.270.214	77,684,000	9,4%

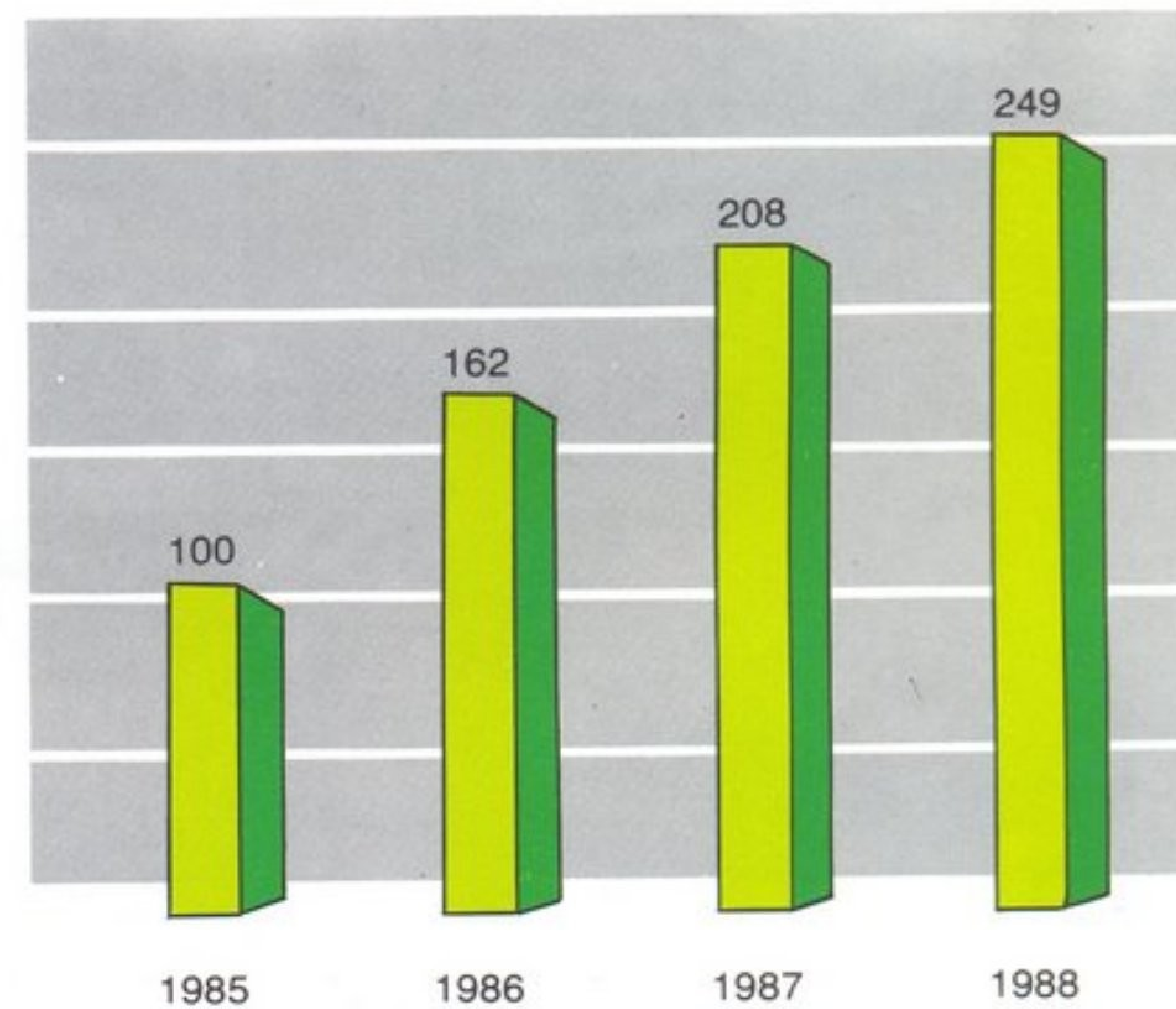
* 1 US \$ = 126,5 DINARS

RAST SE NASTAVLJA GROWTH CONTINUES

PROIZVODNJA: PRODUCTION:



IZVOZ: EXPORT:



1985 = 100% ; 1988 - PLAN

YUGO ABROAD

BELGIUM

Importer-Distribution:
PIERREUX S.A.
Vaucampsiaan 26
1511 Huizingen - Bruxelles
Tel.: 02/3563820
Telex: 26752 PIREAU BV

BULGARIA

Importer - Distribution:
BALKANCARIMPEX
Kliment Ohridski 48
1000 SOFIA
Tel.: 655-01
Telex: 023431/2

CANADA

Importer - Distribution:
YUGO FIRST OF CANADA
3475 14th Avenue, Markham
Ontario
Tel.: /416/479-9846
Telex: 023/7601259
Fax: 4164797598

Representative:
YUGOCANADA INC.
100 Adelaide St. W. Ste 1350
Toronto, Ont. M5H1S3
Tel.: 3622428, 3622427
Telex: 0623279 Yugocanada tor

CHILE

Importer - Distribution:
ECE
Dr. Sotero del Rio 326
Santiago
Tel.: 721446
Telex: 40782 ece cl

CHINA, P.R.

Importer - distribution:
CHINA NATIONAL MASHINERY
Import & export Corporation
Er Li-Gou, Xi Jiao
BEIJING
Tel.: 890931-669
Telex: 22242 Cmiec cn
Cable: Machimpex Beijing

Representative:
INTEREXPORT
4-2-81 Jianguomenwai
Beijing
Tel.: 52 3294, 52 2703
Telex: 22386 Inexp cn

CYPRUS

Importer - Distribution:
YUGO AFTOKINITA LTD.
7C/D Santaroza ave.
P. O. Box 7021
Nicosia
Tel.: 472031; 472032
Telex: 3405 kolstar cy

Representative:
YUGO-ARAB CO. LTD
58-60 Digheni Akrita Ave.
Ghinis Building (9th floor)
P. O. Box 2217
Tel.: (021) 58673
Telex: 3501 Youar cy

DENMARK

Importer - Distribution:
YUGO BILER A/S
Porthusvej 4, Postbox 34
DK-3490 Kvistgard
Tel.: 452239111
Telex: 41193

EGYPT, A. R.

Assembly plant - Distribution:
EL-NASR AUTOMOTIVE CO
1081 Cornish EL-Niel
Garden city - Cairo
Tel.: 688737
Telex: 92063

Representative:
YUGO AUTO
26/IV Adlly street
Cairo
Tel.: 759-125
Yugo technical delegate:
Cairo
26/IV Adlly Street
Tel.: 759-125

FRANCE

Importer - Distribution:
CHARDONNET
165, Av. Henri-Barbusse
BP 205/93003 Bobigny-Paris
Tel.: 843.93.30

GREECE

Importer - Distribution:
ZASTAVA HELLAS S.A.
Tsimiski 131
Thessaloniki
Tel.: 266-905
Telex: 2419
Athens office:
Kalirois 53 Athens
Tel.: 9228-374
Telex: 4279

GREAT BRITAIN / EIRE

Importer - Distribution:
ZASTAVA (GB) LTD., YUGO CARS
Worcester House,
Basingstoke Road,
Reading RG2 0QB
Tel.: Reading (0734) 866921
Telex: 849784, Yugo GB-G
Fax: 861729

Representative:

B. S. E. GENEX CO. LTD.
Heddon House,
149-151 Regent Street,
London, W1R 8HP
Tel.: 01-734 8711 (9 Lines)
Telex: 28135 Genex Lon
24581 Genex Lon
Cables: Genexlon, London

Center for Vehicle preparation:

ABBNEY HILL VEHICLE SERVICES LTD.
Boundary Road, Lufton
Yeovil, Somerset, BA22 8SS.
Tel.: (0935) 29111
Telex: 46238

AMBROSETTI (U.K.) LTD.

16/17 Lower Bridge Street
Canterbury
Kent
Tel.: (0227) 470880
Telex: 965934

YUGO Technical representatives:

Aftersales:
YUGO CARS
Zastava (GB) Ltd. Worcester House,
Basingstoke Road, Reading RG20QB
Tel.: Reading (0734) 866921
Telex: 849784, YUGO GB-G
Fax: 861729

Presales:

YUGO CARS
Boundary Road,
Lufton Trading Estate,
YEOVIL, Somerset
Tel.: (0935) 77820
Telex: 46238

HUNGARY

Importer:
MOGURT
Vaci utca 38
1056 Budapest
Tel.: 182-413
Telex: 22-5357, 225358

Representative:
GENERALEXPORT
Vaci utca 19-21/V
1052 Budapest
Tel.: 185-499
Telex: 226051 GENEX H

ITALY

ZCZ TECHNICAL &
COMMERCIAL OFFICE
Via Cesare Lombroso 28
10125 Torino
Tel.: 658-415, 658-421, 658-718
Telex: 221694
Fax: 6503794

**LATIN AMERICA
and CARIBBEAN:**

Importer - Distribution:

YUGO FIRST LTD.
7282 S. W. 48 Street
Miami, Florida U.S.A. 33155-5527
Tel.: (305) 667-6567
Telex: ITT 4943267
Fax: (305) 667-6282

Subrepresentative:

**THE BAHAMAS
BARBADOS
CAYMAN
COSTA RICA
DOMINICA
DOMINICAN REPUBLIC
ECUADOR
EL SALVADOR
GRENADA
GUATEMALA
HONDURAS
JAMAICA
SAINT LUCIA
SAINT VINCENT**

MALTA

Importer - Distribution:
GASAN ENTERPRISES LTD.
363 Rue d'Argens
Gzira
Tel.: 515644, 330001/2/3
Telex: MW 1450
Cables: »Interauto« Malta

NETHERLANDS

Importer - Distribution:
YUGO NEDERLAND B.V.
Leigraafseweg 15
6983 BR Doesburg
Tel.: 0833475400
Telex: 35389
Fax: 0833 475 3373

NEW ZEALAND

Importer - Distribution:

YUGO CARS NEW ZEALAND
LIMITED
80 Station rd, otahuhu
Auckland 6
Tel.: 09/276-3616, 09/276-3115
Telex: NZ 60847

POLAND

Consignment:

PZM
Al. Jerozolimskie 47
00-950 Warszawa
Tel.: 216640; 213704
Telex: 813499
ZCZ AGENCY
Aleja Roz 5.
Warszawa
Tel.: 219-615
Telex: 813744

SAUDI ARABIA

Importer - Distribution:
SAUDI SUPPLY AND COMMERCE CO.
P. O. Box 1595
Riyadh

SPAIN

Importer - Distribution:
CAR SLAVIA S.A.
Carbon - 21 pol. ind.
S. Jose de Valderas
28925 Al Corcon
Madrid
Tel.: 908 104 134
Telex: 22301 berge e
Fax: 611 5386

USA

Importer - Distribution:

YUGO AMERICA, INC.
28 Park way
Upper saddle river, N. J. 07458
201/825-4600
Telecopier 201/825-8979
Telex 132067 Yugo USA

Representative:

IMPEX CAR INC.
Empire State Building
Suite 22 12
350 Fifth Avenue
New York, N. Y. 10118
Tel.: (212) 279-1999
Telex: 224360, 223412

Yugo technical Representative:

28 Park Way, Upper Saddle River,
New Jersey 07458
Tel.: 201/825-4600
Telex: 132067 Yugo USA

R & D Group:

ICI
30427 West Eight Mile Road
Livonia, Michigan 48152
Tel.: (313) 471-5000

Automated Customs Systems Inc.

1238 West Grove Avenue
Orange California
Tel.: 7149745560
7149988860
Fax: 71492125531

USSR

ZCZ TECHNICAL &
COMMERCIAL OFFICE
Mosfiljmovskaja 42
Moscow
Tel.: 147-84-11
Telex: 414 408



ZASTAVA-YUGO AUTOMOBILI
34000 KRAGUJEVAC, JUGOSLAVIJA
ŠPANSKIH BORACA 4
Tel.: 034/215-140 to 215-149; 215-541; 215-538
Telex: 17257; 17128

EXPORTER: ZASTAVAIMPEX
11000 BEOGRAD, YUGOSLAVIA
»29. NOVEMBRA« 12
Tel.: 011/322-311
Telex: 12118; 12303; 12535; 12220
Cable: ZASTAVA IMPEX

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